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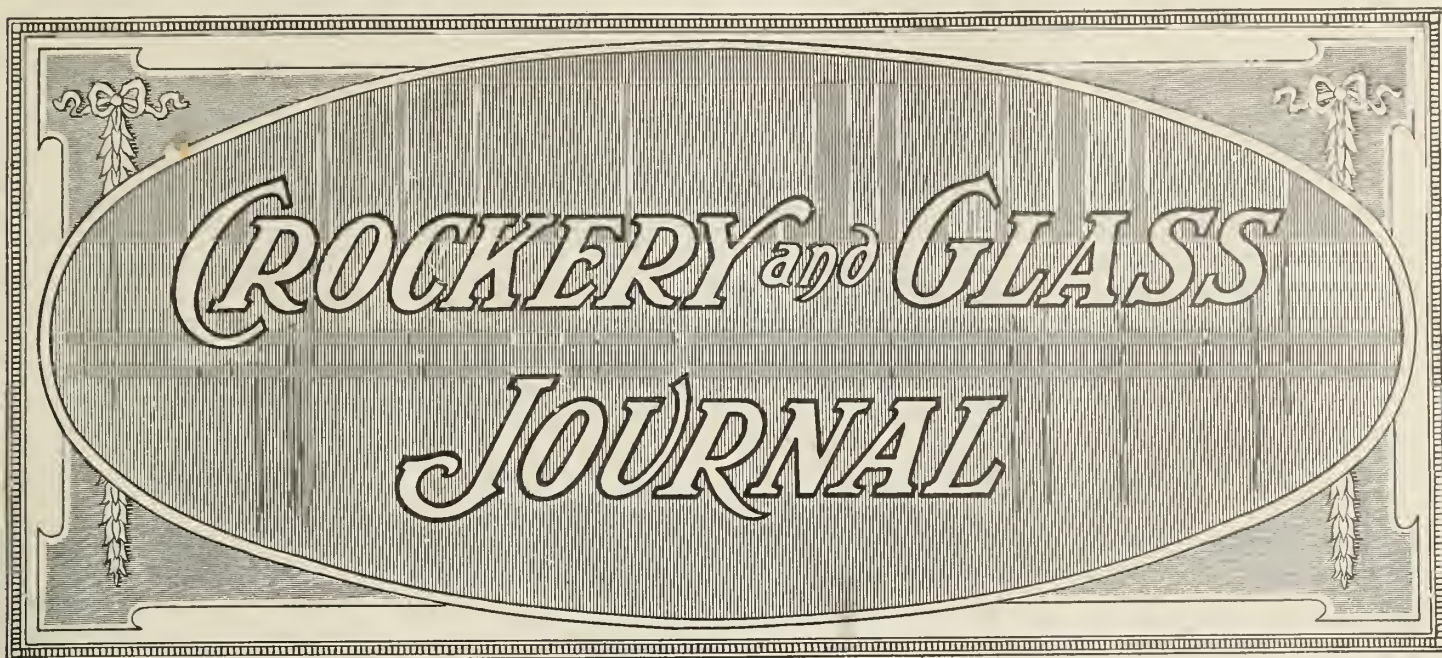
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NEW YORK, JAN. 4, 1917.

## THE PITTSBURGH EXPOSITION.

e pages which are missing were removed  
cause they were advertisements.

DISPLAYS at the 1917 pottery and glass exposition at the Ft. Pitt Hotel, Pittsburgh, were rather belated in opening, owing to New Year's falling upon Monday. Only about one-quarter of the exhibits were arranged by Wednesday night.

Not many new lines are being shown this year. On the other hand, many specialties are being displayed. In cut glass, several lines shown are being made under patents. Belgian decorations on some of the finer pressed lines are being featured.

In pottery, a few new shapes are on view, but in the main those shown last season are brought out in new treatments. Border patterns predominate, although some very clever sprays are shown.

All indications point to a successful affair. By the week end every one of the seventy odd displays will have been arranged.

Buyers were on hand at the very beginning. In fact, there were a few arrivals on Sunday and Monday, and they continued to come every day.

It is expected that there will be more visitors this year than ever before. Importers who are unable to get goods from Europe are seeking domestic lines, and many who have hitherto ignored the affair are expected to patronize it this year. It is a seller's market, and for once, at least, there is little likelihood of price-cutting.

Two new lines of stemware, etched and cut, are the leading features of the Cambridge Glass Co. display, which is under the direction of W. C. McCartney and L. C. Crain. These are high-priced lines. A number of new pieces in "Mulberry" glass are shown,

together with several new ideas in candlesticks. The new 16-inch flared flower bowl and pedestal is to be seen in a variety of floral cuttings. The full blown line of this factory is on view.

Cooking ware in a variety of items is shown by the Oxford Pottery Co. under the direction of J. E. Flannigan. Many items are mounted. The arrangement of the line is very tasteful.

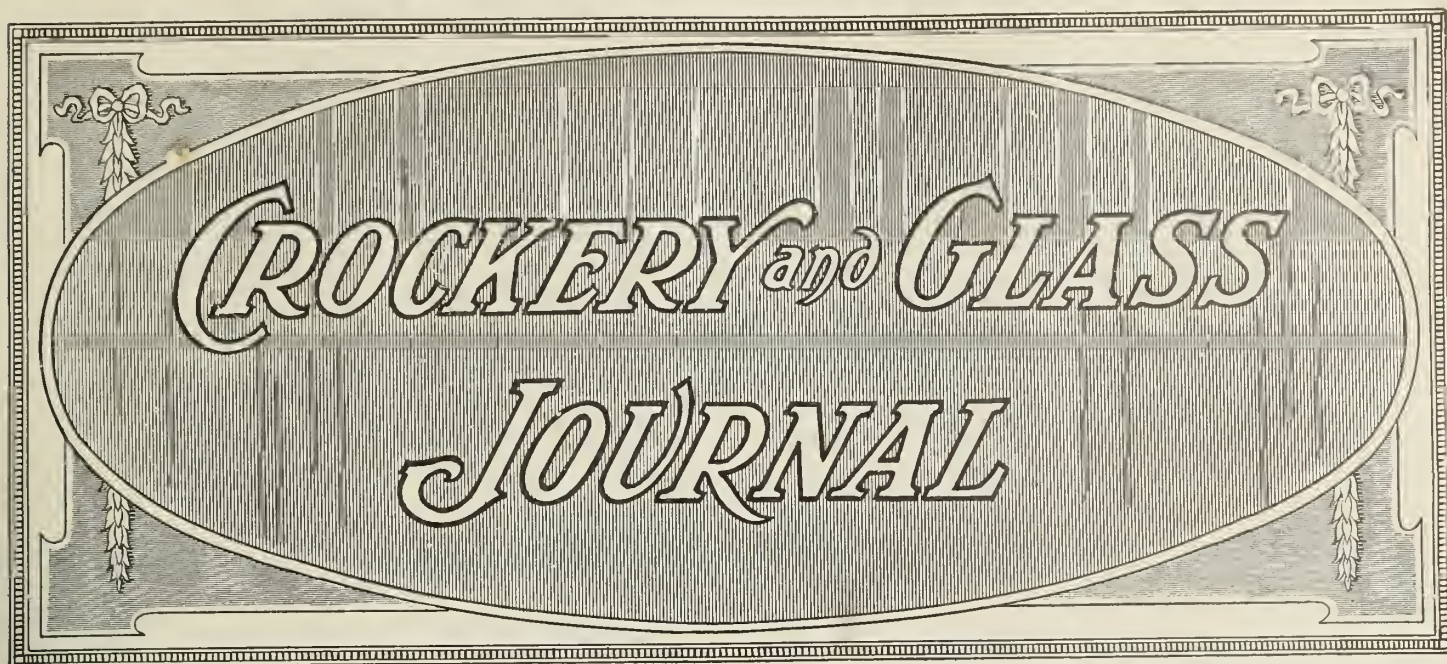
The arrangement of the West End Pottery Co.'s display is along new lines, J. P. Curry showing all patterns on individual tables. By this plan the eye of the buyer is quickly attracted to this or that pattern, so that he receives an instant idea as to the value of the treatment. Six new exclusive border designs are shown on the "Puritan" shape. One spray, an old English rose design, is highly commended by buyers. In all there are twenty-eight exclusive border treatments.

Popular-priced lines of cut glass are being shown by E. E. Hamblin from the S. Herbert Cut Glass Co. Vases, comports, jugs, nappies, bowls, sugars and creams predominate, although a number of special fancy pieces are displayed. The arrangement of the exhibit is exceptionally tasteful.

This is the first season the George H. Bowman Co. has shown its lines at the Ft. Pitt, and Charles Ellis has made an attractive display of cut glass and imported English dinnerware in a suite of two rooms. American porcelain dinnerware is also displayed, and







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the line possesses some very attractive border patterns. The cut glass includes a number of items of general utility in a variety of new floral cuttings and mitre effects. Aluminum ware is made a special feature of this display.

Manufactured under patents, Charles Isreal is showing from the H. C. Fry Glass Co. two new lines of cut glass this season which are admitted by buyers to be the most remarkable of the kind ever brought out. One is named "Classic," and the other "Black and White." Both are complete in the number of pieces. Floral and mitre cuttings are arranged in such a manner that the effects are entirely new in cut glass. This exhibit has been named "The Crystal Palace."

W. A. Reaper has made an artistic display of the Co-Operative Flint Glass Co.'s products, which include a complete new line of soda fountain ware in both crystal and opal. To their former Colonial line of tableware there are added jugs, vases and specialties. An entire new line in narrow Colonial flute effect is attracting much attention. It is composed of all the leading pieces numbered in the table lines.

Messrs. Einstein and Charmack are in charge of the display of E. & J. Bass, which is featuring in large variety novelties in silver-plated effects. White enameled metal candlesticks and a line of hammered pierced silver-mounted cut glass are specialties of the exhibit.

Seven new and exclusive treatments are offered this season by the Crooksville China Co., whose lines are in charge of H. K. Connors. In addition to these a large variety of decorations which have been popular with buyers in past seasons are to be had. The display is prettily arranged.

A French decorative scheme in black and white has been used by Ira Clark in arranging the display of the John B. Higbee Glass Co. A new Colonial line of table glassware, a new imitation cut line called "Iris," and numerous specialties are shown. Additional sizes have been added to the swung-out vase line, making it one of the most complete in the exposition. A glass individual egg-holder is an exclusive specialty of this concern.

The new dinner shape, "Avona," is the feature of the exhibit of the Taylor, Smith & Taylor Pottery Co. under the direction of Cecil E. Taylor. Many new and exclusive treatments are used on this shape. The cover dish is exceptionally attractive. Other dinner shapes are shown in a variety of border and spray decorations.

The new "Martha Washington" dinner shape is the leading feature of the Smith-Phillips China Co. exhibit, in charge of Edward W. Clinton. New and exclusive decorations are used on this shape, which is shown

for the first time, a spray floral treatment being particularly admired. A line of covered jugs is displayed in a variety of new treatments.

The H. Northwood Co. is showing a line of glassware unlike any other exhibited. Not one piece of table glassware, as the term is commonly known, is being offered. Ware known as "Grecian," "Marble," "Blood Agate," "Mooresque" and "El Ruscan" are the main novelties. These pieces consist of bird founts, Vatican urns, vases, etc., and are made for the department store trade. To go with the founts, birds and doves are to be had. The line is the most original of its character ever displayed here.

The general line of dinnerware and specialties of the Potters' Co-Operative Co., in charge of W. J. Owen, includes the new exclusive open stock patterns on their "Banquet" and "Panama" dinner shapes. The salad sets also have a new dress. The plaques and jugs are very attractive. The concern is making a special feature this season of specialties, and a number of attractive items are being offered.

The display of electric portables by the Phoenix Glass Co. is larger than ever before, and the same can be said about the variety of novel and artistic treatments on the shades. It is by far the best exhibit the concern ever arranged. An effort has been made to create a line that will have a steady movement throughout the year, instead of just in seasons. Several new creations in oil lamps are also displayed.

Arthur B. Anderson is in charge of the E. M. Knowles China Co. exhibit. The "Mayflower" dinner shape is featured in a number of new and exclusive decorations. In all there are five different dinner shapes, together with a line of covered jugs, which have long been a specialty of this pottery. About a dozen new and exclusive treatments, mostly border effects, are shown.

The Haeger Potteries Co.'s attractive line of flower pots, vases, etc., is in charge of E. S. Sabin.

## POTTERY TRAINING FOR WOMEN.

AT the London County Council School of Arts and Crafts, at Camberwell, women are taught every pottery process, from "throwing," through mold making, grooving and carving, and firing, to the use of "slip" glaze and to graffito work upon it, and finally pass to the important study of underglaze and overglaze painting. In firing, a small oven with removable firebrick front, easily cemented in with clay on each occasion, is the type recommended for the small worker.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

How far selling lists may soar during the new year is a problem that many buyers are trying to fathom.

The new advance announced on figured blanks is said by buyers to be about  $33\frac{1}{3}$  per cent above the old prices. The demand for the goods is active, however, and buyers are not paying so much attention to the prices as they are to the possibilities of delivery. The sale of cut glass before the holidays was heavy, and many factories were pretty well sold up on all popular items. The manufacturers of blanks have announced to inquiring buyers that while deliveries will be made as early as possible, orders will have to take their turn in being filled. With shipping facilities anything but favorable, both manufacturers and buyers are at sea as to when deliveries can be made.

The railroad situation is bothering the buyers considerably. Hardly a day passes but what the manufacturers are advised that an embargo is in effect on this or that line. A day or so later it may be lifted, only to be replaced just as the shippers are beginning to think the trouble is over. As one traffic manager put it: "The embargo is on; then it's off; then it's on again. We don't know where we are at when it comes to shipping."

Salesmen, sales-managers and superintendents of the United States Glass Co. held a meeting in the main office of the company last Thursday afternoon to go over the situation for 1917. Selling plans were discussed, the condition of trade considered, and factory production talked over.

The Imperial Glass Co., Bellaire, O., paid a cash dividend of  $1\frac{1}{2}$  per cent January 1.

Glass manufacturers are not accepting any blanket orders. Business is being taken only at prices prevailing when shipments can be made up.

A little lull is noticeable in the current buying of lighting glassware. Manufacturers are working on

contracts and orders, however, that will keep them going for some time. A rather quiet term is expected until the opening of spring, when building operations will be renewed.

The Central Glass Works, at Wheeling, W. Va., paid a cash dividend of 2 per cent December 23. This company has not missed a dividend period in many years.

Mr. Campbell, formerly with Macbeth-Evans Glass Co., has assumed charge of the lighting fixture and lighting glassware department of the Kinney & Levan Co., of this city, succeeding Frank W. Siver, who has resigned to travel Western Pennsylvania and Ohio for Cassidy & Sons, New York.

As an illustration of how some factories are loaded with business, it is reported by buyers that from four to five months are required for the delivery of stemware; three to four months for blown tumblers; four to five months for blown jugs. On cut flutes nothing is being promised under five or six months.

Glass manufacturers who have hitherto featured bar lines are gradually drifting into others. The "dry" territories are increasing steadily, and the demand for bar glass is not nearly as extensive as a few years ago. This has caused several factories to create lines which have been found to yield more profit than those in the bar list.

Ballots for the election of officers for the 1917 term of the Western Glass and Pottery Association were placed in the hands of members December 29. There is no contest for the first seven offices. Of the six nominated for trustees, there are four to elect. Those nominated are William J. Owen, Frank A. H. Lang, Ira Clark, Harry A. Ross, Albert Beiswanger and Reuben Haley, all of Pittsburgh. A special ballot asks for an amendment to the constitution authorizing the election of territorial vice-presidents. The annual meeting of the Association will be held January 12,

while the "Annual Gathering" will take place on the evening of January 9 at the William Penn Hotel.

The annual meeting of the stockholders of the New Cumberland Glass Co., New Cumberland, Pa., will be held at two o'clock on the afternoon of January 24.

The following buyers have been in the market this week:

C. P. Sollmann and W. C. Newland, with Geo. Borgfeldt & Co., New York.  
Robert A. May, with George Phillips & Co., Montreal.  
Mr. Rosenblatt, Baltimore.  
George O'Hara, with Trask, Prescott & Richardson, Erie, Pa.  
Herbert Gay, with Hunter-Tuppen Co., Syracuse, N. Y.  
Paul Beck, Baltimore Bargain House.  
A. F. Mosher, for Auerbach Co., Salt Lake City.  
H. P. Hunt, of H. P. & H. F. Hunt Co., Boston.  
Ray J. Bour, for Kenney Bros. Co., Canton, O.  
J. Leopold, Baltimore.  
A. Sanford, with Weiss, Biheller & Brooks, New York.

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## BOSTON BUSINESS NOTES.

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BUSINESS is picking up after the holidays, but, of course, is not back to the "rush" stage, and is not likely to be for a couple of weeks more. But everyone is expecting it in due time.

There are prospects that one or two new toy factories will be started in this State within the next few months, unless the war suddenly comes to an end and opens the way for a new German supply to pour in. It is noticeable that the toy departments in most of the stores are sold out cleaner than ever before and that the wholesalers are out of many lines.

There is rejoicing that the New Haven Railroad has lifted a large part of its embargo, the action taking effect Tuesday. This, it is hoped, will make it possible to get through some of the long-delayed shipments from the potteries and glass factories. The shift for the better in the car situation is responsible for the improvement.

Maurice Caro, glass buyer for Mitchell, Woodbury Co., will leave Sunday night for the Pittsburgh exhibit. Mr. Childs, of Jones, McDuffee & Stratton Co., is going also.

T. E. Finnerty, representing T. B. Clark & Co., Honesdale Pa., is here with his samples.

Plans for the proposed revival of the East Boston Pottery, first known as the New England and later as the Boston Pottery, which had been in operation for seventy years up to the time it was closed last June, seem to be much in the air. The owner of the plant

told the CROCKERY AND GLASS JOURNAL representative this week that unless something is done very soon he will have the building torn down. B. F. Borheck, Arthur F. Richards, formerly superintendent, and A. G. Spaulding are behind the project, but Mr. Borheck is authority for the statement that thus far no definite arrangements have been made for reviving the business, despite glowing accounts to the contrary which have been permitted to gain circulation in the trade. In late years the old concern was not a financial success; but it may be that capital will be forthcoming owing to the rush of business in the potteries everywhere.

Charles Aker, representing the Roseville Pottery; E. E. Wilgus, with the National China Co.'s samples, and Fred Shattuck, with Bassett's lines, are at Young's Hotel this week.

Charles Conant, buyer for Porteous, Mitchell & Braun, Portland, Me., was here this week placing orders.

Frank A. French, formerly manager of The Barton Co., Manchester, N. H., has associated himself with Mabel Edna French and Frank French as The Studio Shop at that place, and reports that business is starting off excellently.

Charles T. Wooley, "Ed." Touhill, and Frank Perkins are back at Mitchell, Woodbury Co.'s for a short time.

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## MONTHLY SUMMARY OF IMPORTS.

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THE importations of earthen, stone and chinaware for the month of October, 1916, compared with the same month in the preceding year, show the following gains: Great Britain \$89,182, France \$26,285, Japan \$136,444 and Other Countries \$6,200. The losses were: Germany \$298,144, Austria \$29,457 (Germany and Austria together \$327,601), making the combined total show a loss of \$69,490.

For ten months ending October, 1916, compared with the corresponding period of 1914, the losses were: Great Britain \$104,630, Austria \$279,381, Germany \$2,589,598 (Germany and Austria together \$2,868,979), France \$182,926. Japan gained \$131,579 and Other Countries \$180,158, making the total importations compared with 1914 show a loss of \$2,844,798. Compared with the ten months of 1915 Great Britain lost \$8,836, Austria \$93,006, Germany \$1,258,625 (Germany and Austria \$1,351,631), while France gained \$102,123, Japan \$251,376 and Other Countries \$116,489, making the aggregate for the ten months compared with 1915 show a loss of \$890,479.

The imports of toys for the month of October show a loss of \$778,225 for Germany, while Other Countries



gained \$70,779. For the ten months Germany lost \$4,-728,542 compared with 1914, and \$2,553,500 compared with 1915. Other Countries lost \$305,995 as against 1914 and gained \$206,237 over 1915.

In glassware the importations fell off \$54,777 for the month of October, and \$383,946 compared with 1914 and \$505,120 compared with 1915.

China clay shows a gain of \$50,451 for the month, and for the ten months lost \$379,000 as against 1914, and gained \$358,820 over 1915.

Hydrate of potash containing not more than 15 per cent of caustic soda shows a loss for the ten months of \$197,445 over 1914 and \$89,331 over 1915.

Articles of metal enameled or glazed with vitreous glasses show a deficit of \$1,714 for the month, and \$397,964 compared with 1914, and \$104,418 compared with 1915.

THE CONDITION OF BUSINESS.

**New York** Trading in the warerooms has been rather quiet this week, as was naturally expected after the holiday season. Stock-taking is in order in many establishments, and the figures will be scanned anxiously when compiled. Both potteries and glass factories have been in receipt of orders, in spite of the time of year, as there are many who are desirous of having a supply of wares as early as possible.

All eyes are now turned toward the pottery and glass exposition at Pittsburgh. From all accounts, not only will there be a larger number of exhibitors than ever before, but the greatest crowds of visiting buyers. Many who have never heretofore considered it are now contemplating a visit. A number of importers who were shut off from getting a supply of European goods will be there to secure American-made wares. It has been a matter of some comment how these importers could make the proposition pay; but that the problem has been solved is evident from the large number of accounts which they have already taken over; and their desire to take more shows that there is money in it. Where they control, as they do in some instances, the solution is simple; and where they work on a commission basis, if they only break even, they can, at least, maintain their organizations and hold their salesmen.

Retail trade has been wonderful. Even in the week between Christmas and New Year's there was a good volume of business. Unquestionably the dealers have made money in the year just past, and the feeling is general in both retail and wholesale circles that 1917 is going to be even greater than 1916.

It is rather curious that with all the peace talk in the public prints the crockery and glass men do not seem to be paying much attention to the matter. They

are going on just as if conditions would be the same this year as they were last—still making their plans on a war basis. Of course a sudden cessation of hostilities would upset many of these plans. One fact stands out prominently, however—that domestic goods will be handled to a large extent by the importers from now on. While it is a compliment to the American manufacturers, it took war conditions to introduce American goods in the importing establishments. Perhaps these importers feel that even with peace in the near future it will take a long time to rehabilitate the factories and get back to normal condition. In the meantime they must have merchandise. Anyhow, it looks as if the crockery men were going to have a good year, no matter what happens in the war zone.

**Pittsburgh and Vicinity** While orders with glass manufacturers are active, so far as current business is concerned, there has been no rush to place specifications

for future delivery during the past week. "Peace talk" is entering somewhat into the possibilities of the future, and some buyers are being influenced by it. Prices have a higher tendency, and during the past ten days some lists have been again advanced. The general feeling of the trade with reference to buying during the coming year will find its full expression at the glass and pottery exposition.

**East Liverpool and Vicinity** Shortage of gas, due to cold weather, a freight embargo, and other troubles, have caused a lot of delay in making pottery shipments. The

various plants are crowded with business, and manufacturers are promising shipments only in the order specifications are received. Production is still quite below normal. The price of casks and other packages for pottery have been advanced this week.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Dec. 16, '16	Correspond- ing period 1915	Exports Jan. 1st to Dec. 16, '16	Correspond- ing period 1915
Boston . . . .	152	63	4443	4163
New York . . .	222	202	12507	9486
Baltimore . . .	44	39	3296	6391
Philadelphia . .	3	....	698	2158
New Orleans	7	14	190	777
Newport News.	....	....	34	72
San Francisco.	....	....	1265	1533
Portland, Me..	..	23	516	1144
Galveston. . .	....	....	....	10
Portland, Ore..	....	....	28	159
Inland Points..	....	....	127	459
Total..	428	341	23104	26352

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 4, 1917

IT is estimated that \$100,000,000 was spent in New York for Christmas presents last month. Never in the history of the city were there so many out-of-town visitors, and they parted with their wealth as freely as the New Yorkers. It is a pleasure to know that the trade came in for a goodly share. Every year the habit is growing of giving useful presents, and there is nothing better for the purpose than nice crockery and glassware. Where people are keeping house a good dinner service is always acceptable. If not householders, there are always cut glass and fancy goods, pottery, lamps, and hundreds of other beautiful things, both useful and ornamental. Easter will soon be here—another time when gifts are made—and it behooves the retail crockery and glass merchants to advertise their wares with that purpose in view.

### LABOR PROBLEM AFTER THE WAR.

THE excessive demand for labor has been seized upon by the workers as an occasion for asking exorbitant wages. Not only are skilled hands getting more than they are worth, but common labor that requires neither brain nor dexterity is being paid at a rate disproportionate to its value.

When, with the ending of the war, the need which has made this demand shall have gone, not only will there be fewer workmen required, but there will be thousands of discharged soldiers seeking employment, with the result that there is going to be a complete

change of conditions. Men who have been drawing big pay will be out of positions. They have become accustomed to luxuries they did not dream of three years ago. How are they going to accept the change?

It is hard to cut down expenses at any time; it will go harder with those who have had a little taste of the good things of life to give them up just as they begin to appreciate them.

All the labor troubles of late years will be nothing as compared with what is to come in the social revolution that faces the world.

## PERSONAL.

FOR the first time in many weeks Harry P. Muirheid spent the day in New York on Wednesday visiting friends in the trade. He has closed out his grocery business, having liquidated it only this week. He has a hankering for the crockery trade—his first love, and his strongest, too—and it would not be strange if he got back into the harness once more.



After being in New York for two days calling on the trade with the Carr China Co.'s line, with which he recently became identified, E. M. Uniaek left for the factory at Grafton, W. Va., where he will remain until January 8, when he starts for a two-months' trip through the West.



T. T. Freyer, of the Tajimi Co.'s sales force, opened up on Tuesday at the New Bingham Hotel, Philadelphia, where he will stay a week or two before proceeding upon a trip through Pennsylvania, Baltimore and Washington.



E. L. Bates, who passed the holidays at the home of his daughter in Boston, returned on Wednesday. That he did not let the grass grow under his feet while away is proved by several nice orders booked in Boston and vicinity between Christmas and New Year's.



Charles Falkenheim, of the Basket Novelty Co., expects to leave Friday on a trip, making stops at various points before reaching Pittsburgh about January 15th, where he will exhibit the concern's line of basketry.



W. J. McKenna, of McKenna Bros. Sales Corporation, left on Tuesday for Philadelphia, his first stop on a two-months' trip through the Middle West and West. C. J. McKenna will cover his old territory, including the larger cities of the East, but will postpone his trip until the return of his brother. Besides traveling



themselves, the Messrs. McKenna are negotiating with two other salesmen to represent their lines on the road.



Charles Baum, the well-known mirror plateaux manufacturer, expects to get away the latter part of this week for Pittsburgh, where he will take personal charge of the exhibit of his line at the Fort Pitt Hotel.



Herman Kashins spent New Year's Day in bed, as the result of a bad fall he got while skating on Sunday. Hereafter he says he will be content to go straight ahead—no more fancy figures for him.



Carload orders are getting so common with Wm. Wagner, salesman for the E. W. Hammond Co., that he takes them as a matter of course. Tuesday of this week his order book showed twenty carloads of cereal sets for the day.



James Ackley, of the Ackley China Co., Poughkeepsie, N. Y., was one of the first buyers of the new year to arrive in town, spending Tuesday here placing orders with various concerns.



Frank Challinor, of the local sales force of the United States Glass Co., leaves for Pittsburgh on Friday to look after the interests of some of his customers who will be in attendance at the show.



E. W. Hammond left Tuesday on a trip to Chicago that will include a stop off at the show in Pittsburgh and the Knowles, Taylor & Knowles pottery, East Liverpool.



Charles L. Casey, head of the Guernsey Earthenware Co., Cambridge, O., arrived in town on Wednesday to consult with Bates & Ledden, his New York agents.



Word has been received from Henry Creange, who has been in Europe for the past two months on a visit to the factories he represents here, that he is ready to embark for home and expects to reach here by the middle of January.



Arthur T. Rathbun, buyer for John A. Roberts & Co., Utica, N. Y., made a brief visit to the city last Thursday principally to fill in some orders for house-furnishing goods.



Ernest Bersback, the well-known manufacturers' agent of Minneapolis, and one of the old-timers in the trade, spent several days in New York last week on a trip that was a combination of business and pleasure. Mr. Bersback accompanied his son as far as Boston,



THE LATE GEORGE BEATTY.

where the latter is a student at Harvard. He left for home on Saturday, intending to stop off at Pittsburgh for a couple of days.



Walter S. Wessels left on Tuesday night for a short trip to Philadelphia and nearby Pennsylvania points in the interest of J. H. Venon.



John J. Miller has received a letter from Maddock & Sons, England, stating that Gunner Robert Davenport has been awarded the military medal for bravery on the field. This young man had been in the office of the English firm over since he was a small boy, and they are justly pleased that he should be so honored.



H. Benedikt left Wednesday night to spend a week visiting the Smith-Phillips China Co., the Canonsburg Pottery Co., the National China Co. and other factories which he represents in New York. He also expects to pay a visit to the exposition at Pittsburgh.



The many friends of Wm. R. Demorest will be glad to learn that he is recovering from the serious illness which has kept him confined to his home in Brooklyn for the past five weeks, and his son, W. A. Demorest, who is in charge of the business temporarily, is hopeful that he will be able to be back at his duties within a short while. Al. Demorest, a brother of Wm. R., who was associated with him in the glassware busi-

ness up to a few years ago, is also in poor health, and left on Wednesday, accompanied by his wife and a nurse, for St. Augustine, Fla., where he will spend the winter.



Henry Shirley, of the Maddock & Miller sales staff, is back at headquarters after spending the holidays at his home in Honesdale, Pa.



C. B. Ott, vice-president of the Eagle Glass and Mfg. Co., is a visitor in the city, making his headquarters at the salesroom of Malone & Nicholson.



Wm. E. Doctor is back at his desk after being confined to his home in Brooklyn for a week by an attack of grip.



Frank R. Martin, of Detroit, Mich., made a hurried trip to New York on Wednesday to place some special orders. He left again on Thursday for Pittsburgh, where he will stop off for a few days before returning home.



The telephone at the office of the Union Porcelain Works, Brooklyn, has been working overtime with messages of congratulation in consequence of the announcement of the engagement of Gilbert L. Pitcairn, son of Wm. S., to Miss Juanita de Gau Riva, of this city.



Other buyers in town were R. M. Dean, for R. H. White Co., Boston; A. K. Kline, for Dives, Pomeroy & Stewart, Harrisburg, Pa.; E. V. Powers, for B. Peck & Co., Lewiston Me.; J. Kohnfelder, for Kaufman & Baer Co., Pittsburgh; S. J. Natkin for The Fair, Chicago; W. B. Mitchell, for the Dorsen Co., Syracuse, N. Y.

#### THE SALESMEN'S BANQUET.

THE date for the annual banquet of the Pottery, Glass and Brass Salesmen's Association has been fixed for Wednesday, February 7. This is about a week earlier than last year, but it was impossible to get accommodations at any of the desirable places at any other time.

#### STARTS FOR HIMSELF.

HAVING purchased the business formerly conducted by the late L. D. Hinton at 98 Park Place, Harry Pickhardt, for many years with the Phoenix Glass Co., will enlarge the line as rapidly as possible by adding

glass for table uses, and is in the market for a good account. His specialty will be lighting goods, and he is now having porcelain enameled steel reflectors made by John Dunlap, Carnegie, Pa. Mr. Pickhardt is favorably known, and has the best wishes of the trade in his venture.

#### OBITUARY.

JOHN W. HALL, aged about seventy-two, one of the former owners and managers of the East Liverpool Potteries Co., died after a lingering illness at his home in East Liverpool on Tuesday night. He was the father of Swancy Hall, salesman for the L. E. Smith Glass Co., Mt. Pleasant, Pa. The East Liverpool Potteries Co. disposed of its business years ago to the "combination," and after the latter organization dissolved the plant was taken over and is now operated by the Hall China Co. In recent years Mr. Hall had been engaged in the real estate and insurance business.

Gorham B. Coffin, founder of the firm of Devoc & Reynolds, china decorators' supplies, died last week at his home in Chicago.

#### BRANCHING OUT.

THE United Novelty Co., of which Mrs. Heuman is the active head, has contracted to buy the Heidt Glass Works at 284 Boerum street, Brooklyn, which will hereafter be conducted under the name of the United Glass Co. The plant covers eleven city lots, and work has already been started to put it in first-class operating condition. It has one ten-pot furnace, and two tanks will be added. A specialty will be made of lighting glassware and private mold work. The United Novelty Co. already has a glass plant at Nilan, N. J., and occupies all its building on Park Place, this city, except the store. Mrs. Heuman will be in Pittsburgh during the exposition.



MIRROR PLATEAUX, BY CHARLES BAUM.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Manufacturing potters were given another jolt Monday last when they received notice from package manufacturers that former prices had been withdrawn and that all packages from an "O" cask down to the smallest container had been advanced about 12½ per cent. The package concerns only recently granted their coopers an advance in wages, and have of course passed it on to the consumers. The trade were rather surprised, as there had been no intimation that an advance was contemplated.

\* \*

The price of packing bulk cars, due to the increased cost of straw, has been placed at \$2 per ton, according to some manufacturers.

\* \*

Thomas B. Anderson, formerly factory manager for the Edwin M. Knowles China Co., and for the past year occupying the same position with the Smith-Phillips China Co., assumed the factory superintendency of the Potters' Co-Operative Co. last Monday, succeeding Lester Bowman, who resigned to accept the factory management for the Summit China Co., at Akron, O. Mr. Anderson is a member of several important committees of the United States Potters' Association, and has also served as a member of the Western Standing Committee.

\* \*

On account of the inability to secure delivery of raw materials, operations at the new plant of the Clay Castings Co., New Cumberland, W. Va., have been delayed. The stuff is held up at Wheeling, W. Va., and there is no telling when the embargo at that point will be lifted.

\* \*

"What can I get?" asked one visiting buyer a few ago. Knowing that the pottery plants were filled with business, this man simply threw himself upon the mercy of the manufacturer, and was satisfied to place an order for just what he could obtain.

\* \*

"The time is coming when the pottery salesman will have to know more about the ceramic business

than he does to day," said a manufacturer this week. "He will have to know more details, so as to be able to explain why this or that condition exists. He should also be competent to answer any question about the manufacturing end. By so doing he will be making himself a more valuable part of the concern he is representing."

\* \*

During the present month the annual meetings of the majority of the pottery companies in the upper Ohio Valley will occur. In only a very few cases will there be any changes in management.

\* \*

Pottery manufacturers were notified again a few days ago by the gas company not to light their kilns. This is getting to be a regular thing whenever a cold snap happens along. Those manufacturers who fire kilns with coal are also having trouble, owing to difficulty in obtaining a sufficient supply from the mines.

\* \*

Fred Kline, Southern representative of the Knowles, Taylor & Knowles Pottery Co., has returned to the home office from Philadelphia, and will remain here until February. Hugh Nevin, Eastern representative, and Joseph Davis, Western salesman, are also at the factory, and will not take the road for some time.

\* \*

The shortage of straw is marked, and the highest prices of the season are being paid.

\* \*

It now seems certain that a new general ware pottery will be erected during the coming year at Sistersville, W. Va. Details are expected to be announced shortly.

\* \*

All potteries in the district worked during the holiday week. In those cases where shortage of gas caused a lull in production the time was utilized in taking inventories.

\* \*

The old sample room of the Knowles, Taylor & Knowles Co. has been converted into a decorating shop. While the new sample room—just across the street from

the old office building—has been opened, it will not be furnished completely until after January, the present display of the lines being only temporary.

Among the buyers here recently were Mr. Montgomery, of Kinnier & Montgomery, Lynchburg, Va., Mr. Rosenblatt, Baltimore; Harry Greenberg, New York; Edgar Bowman, of the George H. Bowman Co., Cleveland; J. Leopold, Baltimore.

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## POINTERS FOR BUYERS.

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### ORIENTAL WARES.

The buying visit to New York that does not include the showroom of the American Import Co., 220 Fourth avenue, will not be complete, for here one may see items in Japanese and Chinese wares that he cannot afford to miss. The display is quite different from what is usually seen in these lines, and contains items in which there are the greatest sales possibilities. Words only vaguely express the beauty and originality of the vast array that fills the spacious salesroom to overflowing. There are novelties galore in Japanese bronzes, including all kinds of vases, flower centers, bowls, animals, etc. A special feature of the bronze line, shown for the first time and controlled by this concern, is a fascinating antique effect in modern finish—paradoxical as that may sound. There is an exceptional showing of unique specialties for favors, as well as a fine assortment of toys, including dolls, wood furniture sets, etc. In porcelain the designs and color treatments are decidedly out of the ordinary, the tea powder glaze being particularly good. An attractive feature of the Chinese department is the line of antiques, every one of which is rare, only one of each article being shown.

### COMBINED BULGE AND FLARE.

Visitors at the salesroom of A. P. Doctor, New York representative of the Central Glass Works, will find a number of new things of interest, among them a line of stemware of original shape, being a combination of bulge and flare, with light drawn stem, in a superior quality optic crystal. An item deserving special mention is a tall cologne bottle with cut stopper and star bottom, and having for decoration a deep plate etched rose spray that is just suited to the shape.

### TRANSPARENT DECORATIONS.

Another fetching design took its place this week in the United States Glass Co.'s new line of stemware with transparent decorations. This newest creation shows a unique figured design in a delicate green, outlined with gold. This transparent treatment has a charm all its own, and the employment of gold in conjunction with it enhances its beauty considerably. It is

a line that should take well with stores catering to a particular clientele.

### NEW MIRROR PLATEAUX FRAMES.

A demonstration of the value of looking ahead and having cash to take advantage of opportunities that present themselves is shown in a large contract for glass just closed by that astute manufacturer of mirror plateaux, Chas. Baum, 392 Broadway, whose achievements in this line have won him the title of "The Plateaux King." Anticipating the condition of the glass and metal markets, Mr. Baum has from time to time corralled all the material in these lines procurable, and at a great price-saving, owing to his ability to offer spot cash. His latest deal involves a tremendous amount of money and such a reduction in price that Mr. Baum will be enabled to offer his customers unusual values in mirror plateaux for 1917. A number of new designs have been gotten out, among which those in mahogany and Circassian walnut frames are sure to create a sensation. Finely finished in either of these woods, and fitted with a beveled and beaded glass, the plateau makes one of the handsomest items for the table or the buffet imaginable. It is sure to be a money-maker, and every dealer should see it at the first available opportunity. Mr. Baum will exhibit his line in room 788 at the Fort Pitt Hotel, Pittsburgh, during January.

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## BUSINESS AFTER THE WAR.

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THE possibility of an early peace among the warring nations in Europe has caused a good deal of speculation among glass men lately as to the effect it would have upon the glass industry.

There seems to be slight cause for uneasiness as to any immediate falling off in business following the cessation of fighting, says "The Glassworker." While it may be true that there will be some glass to sell from European factories, it is very probable that such sales will largely be absorbed abroad, for glass will be needed there in immense quantities as soon as the rebuilding of the shattered cities gets under way.

The claim is made that European glassmakers may choose to ignore such sales and devote all their output to export trade, in which the United States would of course offer the most desirable market. Then, it is said, our market will be flooded with fine glass at comparatively low prices.

Level-headed business men do not attach much weight to such theories, and are serene in the belief that there will be very little glass offered in competition with the product of American manufacturers, and that what is imported will have no injurious effect.

Good times are expected to follow the war by these optimists for at least two years.

May they be proven good prophets!



"Where Glass Making is an Art and Quality Reigns."

New Creations and New Decorations for 1917.

ALWAYS SOMETHING NEW.

## Central Glass Works, WHEELING, W. VA.

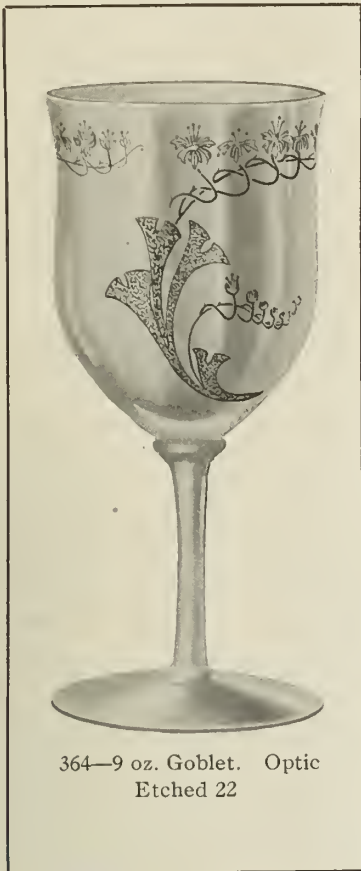
UP-TO-THE-MINUTE GLASSWARE.

Needle-etched, Cut, Engraved, Gold Encrustations, etc.

Special Designs for Hotels, Clubs, Railroads and Steamships. Deep Plate Etched Crest Work given special attention.

NEW LINES ON DISPLAY FOR 1917 AT OUR BRANCH OFFICES:

A. P. Doctor, 66 West Broadway, New York.  
Thos. Downs, Jr., 610 Denckla Building, Philadelphia, Pa.  
Geo. D. Dinkel, 157 Federal St., Boston, Mass.  
Green & Thomas, 33 S. Charles St., Baltimore, Md.  
E. S. Pease & Co., 700 Main St., Buffalo, N. Y.  
Bersback, Maloney & Co., American House, Denver.  
Himmelstern Bros., 718 Mission St., San Francisco  
Thos. H. Butcher, Chicago and Middle West.



364—9 oz. Goblet. Optic Etched 22

## "We Have Broken Through"

and are compelled to take larger rooms at the Fort Pitt Hotel, Pittsburgh, Pa., for our January Exhibit. You will find us in Rooms 441, 442 and 443.

**WE CAN'T MAKE ALL OF IT, SO WE MAKE THE BEST OF IT,**

and will show three distinct new lines in shapes and colorings. We have the goods, and we can prove it. Come in and be convinced.

## WESTMORELAND SPECIALTY CO., Grapeville, Pa.

Mr. R. B. Reineck at Fort Pitt Hotel in January.

New York Office, Horace C. Gray Co., 202 Fifth Avenue Bldg.  
Philadelphia Office, Peacock & Roop, 1007 Filbert St.  
Boston Office, H. P. & H. F. Hunt, 41 Pearl St.  
Indianapolis Office, Harper J. Ransburg Co., 212 State Life Bldg.

Baltimore Office, L. S. Fiteman, 307 Rollins Bldg.  
San Francisco Office, Himmelstern Bros., 718 Mission St.  
Salt Lake City Office, Maus-Stewart Co., 246 S. Main St.  
Chicago Office, Frank B. Tinker, 806 Heyworth Bldg.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of October, 1916, compared with the same month in the preceding year, were as follows:

	1915	1916
Great Britain.....	\$153,450	\$242,632
Austria.....	29,403	36
France.....	96,111	122,396
Germany.....	298,633	489
Japan.....	111,141	247,585
Other Countries.....	32,092	38,292
Total.....	720,920	651,430

FOR TEN MONTHS ENDING OCTOBER.

	1914	1915	1916
Great Britain...	\$2,007,800	\$1,812,006	\$1,803,170
Austria.....	361,018	174,643	81,637
France.....	1,080,288	795,239	897,362
Germany.....	2,895,947	1,564,974	306,349
Japan.....	1,162,709	1,042,912	1,294,288
Other Countries	280,993	344,662	461,151
Total.....	7,788,755	5,734,436	4,843,957

TOYS.

	1915	1916
Germany.....	\$778,789	\$ 564
Other Countries....	90,808	161,588
Total.....	869,598	162,152

FOR TEN MONTHS ENDING OCTOBER.

	1914	1915	1916
Germany.....	\$5,093,655	\$2,918,613	\$365,113
Other Countries	1,179,698	667,466	873,703
Total.....	6,273,353	3,586,079	1,238,816

GLASSWARE.

OCTOBER		FOR TEN MONTHS E'D'G OCTOBER		
1915	1916	1914	1915	1916
\$89,84	\$35,077	\$1,804,822	\$925,996	\$420,876

CHINA CLAY.

OCTOBER		FOR TEN MONTHS E'D'G OCTOBER		
1915	1916	1914	1915	1916
\$ 2,022	\$2,453	\$1,638,695	\$900,875	\$1,259,695

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

OCTOBER		FOR TEN MONTHS E'D'G OCTOBER		
1915	1916	1914	1915	1916
		\$208,294	\$100,180	\$10,849

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

OCTOBER		FOR TEN MONTHS E'D'G OCTOBER		
1915	1916	1914	1915	1916
\$25,251	\$23,537	\$618,481	\$324,935	\$220,517

MORIMURA BROS. READY FOR BUSINESS.

THE last truck-load of desks and office furniture was placed in the new warerooms of Morimura Bros. on Twenty-third street last Saturday, and they are now in excellent order and ready for business. The store is fine. Much credit is due to those who planned and managed the transfer, Mr. Jinuishi being entitled to a large share.

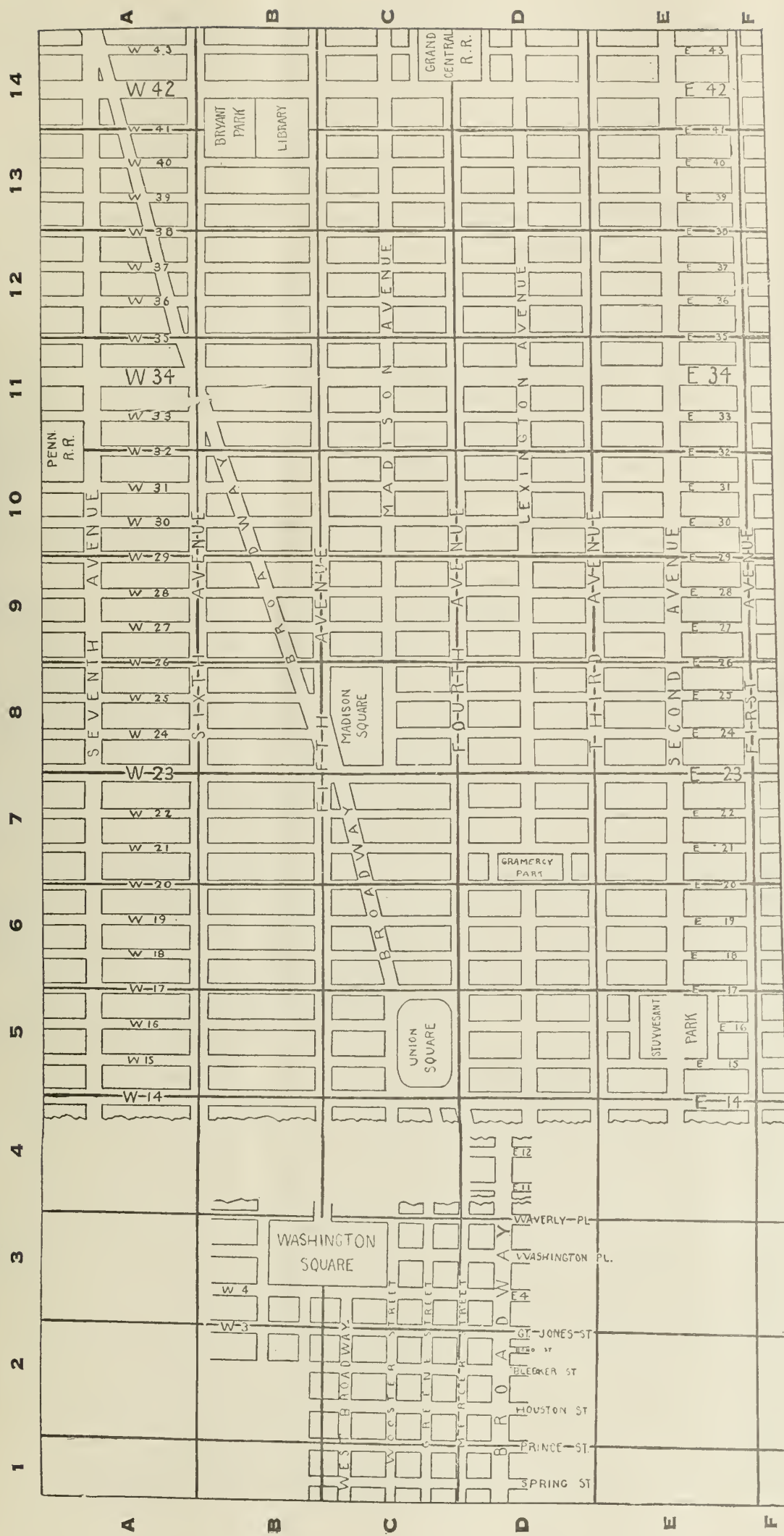
REQUISITES OF GOOD GLASS SAND.

SAND is the main constituent of glass, constituting from 52 to 65 per cent of the mass of the original mixture, or from 60 to 75 per cent of the finished product after melting has driven off carbon dioxide and other volatile materials. On the quality of the sand depend the transparency, brilliancy, and hardness of the glass. For the finest flint ware, such as that used for optical and cut glass, "water whiteness," absolute transparency, great brillianee, and uniform density are required, and only the purest sand can be employed, since slight impurities, especially small quantities of iron, tend to destroy these effects. For plate and window glass, which are commonly pale green, absolute purity is not so essential, but generally the sand should not carry more than 0.2 per cent of iron oxide. Green and amber glass for bottles, jars, and rough structural work can be made from sand relatively high in impurities. An excess of the chief impurity, iron, is usually avoided in the quarries by a careful selection of the whitest sand, although the whitest sand is not invariably the purest. Repeated washing tends to remove the iron. Magnetic separators also have been resorted to, especially when the iron is present in the form of magnetite. Clay materials are objectionable because they cloud the glass. Washing helps to remove them,

Continued on page 24.



Locations of Firms in the Uptown District.



- Bing, F., & Co.'s Successors, 67 Irving Pl. D-6  
Bloch, L. D., & Co., 153 Fifth ave. C-7  
Boote, E., 35 W 23d. B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. B-8  
Bryce Brothers Co., 240 Fifth ave. B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way B-9  
Bryren, J. D., & Co., 239 Fifth ave. C-9  
Brecht, Albert J., 31 Union Square. C-5  
Colonial Co., 145 W 18th. A-0  
Cox & Lafferty, 1140-1146 Broadway. B-9  
Deja Croix, C. J., 19 Madison ave. C-8  
Dohmann Commercial Co., 85 Fifth ave. C-6
- Fry, H. C., Glass Co., 200 Fifth ave. B-8  
Fondeville & Van Iderstine, 85 Fifth ave. C-5  
Gillinder & Sons, 19 Madison ave. C-8  
Gray, Horace C., Co., 200 Fifth ave. B-8  
Gredelue, A., 129-131 Fifth ave. B-7  
Guernin, Wm., & Co., 43-47 W 23d. B-8  
Guernseyware, 16 W 23d. B-7  
Haviland & Co., 11 E 36th. C-12  
Haviland, Theodore, & Co., 200 Fifth ave. B-8  
Haviland & Abbot Co., 95 Madison ave. C-9  
Imperial Art Glass and Lamp Works, 205 W 19th. A-6
- Koscherak Bros., 129-131 Fifth Ave. C-6  
Manhattan Brass Co., 332 E 28th. F-9  
Mogi, Momoni & Co., 105 E 16th. D-5  
Morimura Bros., 546 Broadway. B-8  
Noe, Wm. R., & Sons, 53-55 W 21st. B-7  
Pairpoint Corporation, 43-47 W 23d. B-8  
Phoenix Glass Co., 230 Fifth ave. B-9  
Plume & Atwood Mfg. Co., 30 E 42d. C-14  
Pittsawn, W. S., 104 Fifth ave. B-5  
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. B-8
- Roseville Pottery, 621 Fifth ave. C-5  
Straub, Paul A., & Co., 105-107 Fifth ave. C-5  
Tajimi Co., 597 Broadway. D-2  
Torlotting, E., 35 W 23d. B-8  
Takito, Ogawa & Co., 101 Fifth Ave. C-6  
United States Glass Co., 24th St. & B'way. B-8  
Venon, J. H., Inc., 104 Fifth ave. B-5  
Van Gieckland Co., Inc., 110 W 40th. A-13  
Wedgwood, K. L., 133 Fifth ave. C-6  
Waldo Co., 45 East 20th St. D-7

Continued from page 22.

since they occur usually in a very finely divided state. Magnesia, which is more apt to be introduced into glass materials through limestone than through sand, is troublesome because it renders the batch less fusible.

In examining sand in order to ascertain its value for glass making, inspection with a magnifying glass is the best preliminary test. The following points should be observed: The sand should be nearly white and of medium fineness (passing a 20 to 50 mesh horizontal sieve); the grains should be uniform in size, even, and angular; less preferably they may be rounded. A simple chemical test consists in heating the sand in a dilute acid. Effervescence indicates the presence of lime; loss of color shows the presence of clay impurities. Iron in the most minute quantity may be detected by dissolving sand in hydrofluoric acid and adding potassium ferrocyanide, which produces a blue precipitate if

iron is present. Complete quantitative analyses as well as a furnace test should be made as a final determination of the character of a prospective glass sand.

THE ENGLISH CROCKERY MARKET.

FROM now on, until such time as manufacturing conditions are better, the potters in England will not guarantee prices. They are all pretty well sold up, and buyers will have to take their chances on deliveries and prices. In spite of this, buyers continue to place orders, trusting to the integrity of the manufacturers to do the best they can for them.

BUSINESS is like a coy maid. To be won it must be wooed with ardor and persistency. "Faint heart ne'er won fair lady"—nor trade.

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# CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 11, 1917.

## THE PITTSBURGH EXPOSITION.

BUYERS from all parts of the country were in attendance during the second week of the exposition, and the salesmen were kept on the jump. There was no evidence of haggling over figures, even in the cases where lines were sold at "prices prevailing at time of shipment." In more than one instance delivery would not be guaranteed until April 1.

Department store buyers were quick to take advantage of the special features designed for their particular trade. Cut glass specials were in demand, and orders for thousand lots were not uncommon.

While an active week was anticipated, the large number of buyers was beyond expectations. Some were here who had never before visited Pittsburgh at this time of the year.

The growth of the Pittsburgh exposition has been steady. At first glassware only was shown. Then domestic pottery came in, followed by cut glass, and more recently housefurnishings sought reservations. Now toys and artificial flowers are included, together with extensive displays of electric portables and floor lamps. Imported porcelains, dinnerware, bronzes and specialties are also being shown.

H. E. Peterson is showing a line of vitreous cooking ware from the Mohawk Clay Products Co., Perrysville, O. An interesting feature of this exhibit is that every step in the manufacturing of the ware, from the raw clay upward, is illustrated in detail.

As has been his custom for several years, Harry B. Whitney again presented his friends with a holiday token. This time it was a small leather-bound volume

of "The History of the City of New York," by Henry Collins Brown. An inscription on the fly-leaf reads: "Season's Greetings from Harry B. Whitney. The Phoenix Glass Co. Pittsburgh Exhibit, January, 1917." A number of very rare old prints are reproduced in the book.

A. H. Heisey & Co. are showing quite a number of special creations, in charge of C. G. Cassel. While they might be classed as additions to former lines, they are yet distinct. Numerous odd pieces are displayed, including candlesticks, handled baskets, etc. The lines of blown and stemware are very large.

Thomas A. Copperstone is showing the decorated dinnerware of the Vodrey Pottery Co., which includes a dozen new open stock border and spray treatments. A number of new decorated salads are on view. The hotel line is to be had in either plain white or decorated.

The "Ambrosia" treatment is the latest novelty in the vase line of the Diamond Glassware Co., in charge of H. W. Thomas. A new butterfly treatment is shown on a crystal line of staple items. The line of decorated water sets is the largest the concern has ever assembled. An entirely new line of cut glass is offered. A cheese and cracker set is one of the features of the exhibit.

An unusually attractive display is that of the National China Co., under the direction of Frank Judge and E. E. Wilgus. Here and there on the display tables are electric portables, while two floor lamps are at either end of the room. A fine bouquet of flowers adds

to the general attractiveness. Seven new border patterns are to be had in colors, with three in white and 18-carat gold.

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Dr. David H. Courtney, president of the Economy Tumbler Co., Morgantown, W. Va., was a recent visitor at the exposition.

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The most massive display is that of the Westmoreland Specialty Co., three large rooms being required for the exhibit, which is in charge of George West and R. B. Reineck. The principal feature is the "Mother-of-Pearl" line, which is shown plain and in gold and silver raised decorations, the burnished gold treatment being a distinct novelty. A rock crystal line is the only one of its character here. Handled candlesticks of new design in colored enamel and gold decorations are exclusive with this concern.

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A general line of lead cut glass is shown in the exhibit of the Central Cut Glass Co. A feature is made of a 100-piece assortment for department stores. The exhibit is in charge of O. W. Eckland and M. D. Tinker.

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The "Diving Venus," a new specialty by the Lancaster Glass Co., is one of the novelties, being exploited by L. P. Martin. A spread eagle is another that gives promise of having as big a demand as "Toby," brought out by this concern a year ago. A line of soda fountain and confectioners' glassware, together with a line of tableware, is displayed; also an assortment of colored glass candlesticks. Tumblers form a leading feature of the display.

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Gus Frohme, for many years associated with the old Jefferson Glass Co. when it was located at the head of Dock street, Steubenville, O., and also for some time after it went to Follansbee, W. Va., spent half a day renewing old acquaintances. "It feels good to be among the old crowd once again, he remarked. He is now interested in the operation of moving picture houses in Wheeling.

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Mirror plateaux in great variety are being shown by Charles Baum. Many new designs are on view, while the line is the largest of the kind ever exhibited here. Active business has been maintained since the display was arranged.

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New treatments in open stock dinnerware are featured in the exhibit of the Steubenville Pottery Co. The display is in charge of President H. D. Wintringer and his assistants. The jug line is an interesting one and many new decorations are shown.

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The feature of the Mayer China Co.'s display is the line of new underglaze prints and combination treatments in bands and lines with crests of leading hotels the concern has supplied during the past year.

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Grill plates, in which this firm has specialized for many years, are shown in a variety of underglaze treatments.

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A line of decorated bureau and toilet sets is being shown by Mrs. Heuman. The display is the largest of its kind at the exposition.

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Tom Schollenberger, manufacturers' agent, Chicago, was among the early visitors. "It's the best exposition ever held," he said, after looking all the exhibits over.

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An extensive line of mahogany floor lamps and portables, candlesticks, vases and specialties is displayed in a clever manner by the M. Herbert Co., in charge of Samuel Neuwirth and S. M. Robinson. The lamps finished in Chinese and Japanese lacquers and decorated in period designs are very attractive. Silk candle and lamp shades are also shown in great variety.

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Some of the manufacturers who formerly featured table glassware have not a single item at the exposition this season. The demand for this kind of ware is not nearly as heavy as formerly, the public taking more and more to specialties and novelties. Plain effects are most favored, the interest in the old-time heavy, close-figured patterns fast dying out. Of the table lines that are shown the majority are old designs, only an occasional new pattern being displayed, and then in small lines.

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T. A. Keller, buyer for the Denholm & McKay Co., Worcester, Mass., was here this week, with the rest of the syndicate, placing orders. He was in high spirits because his department has just been moved from the basement to the fourth floor and fitted up in the most up-to-date manner. As he puts it, "there is nothing between Boston and New York that can touch it."

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Very attractive is the display made by Bryce Bros. Co., in charge of W. H. Duval and H. C. Smallwood. Several new lines of cut and etched patterns are shown, those possessing rock crystal effects attracting particular attention. The full line of blown and stemware, jugs, nappies, etc., in a variety of patterns, is on view.

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New effects in art pottery are shown by the Brush-McCoy Pottery Co., the display being in charge of Messrs. Vaughn and Miller. Flower bowls in round and heart shape, with centrepieces to match, form a leading feature of the exhibit. Blended glazes of a new kind characterize this line. The black and white treatment of jardinières and pedestals continues popular, and new Lotus and monochrome decorations are meeting with great favor.

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James P. Gordon is showing from the Jones, McDuffee & Stratton Co. many exclusive patterns in English, French and Nippon dinnerware. The exhibit



is the largest the concern has ever maintained here. One point that is being impressed upon buyers is that patterns are available for immediate shipment.

The largest display of fireproof cooking ware ever made at an exposition is being maintained by F. I. Simmers, in charge of the exhibit of the Hall China Co. Every item made by this concern is shown—casseroles, teapots, custards, bowls, etc. The line may be had in plain white or in brown and green glazes.

W. F. Ellisson is showing for George F. Bassett & Co. an interesting line of American art glassware decorated in 24-carat gold and also sterling silver, together with a large assortment of English teapots and open stock dinnerware.

The art pottery of S. A. Weller, under the direction of George H. Woodworth, makes a fine showing. Bird fonts, flower bowls and novelties in new glazes and treatments attract the eye at once.

L. D. Bloch & Co. are maintaining an exhibit for the first time at an exposition here, the display being under the direction of Henry Bigart. Mahogany lamps, both floor and portable, candlesticks, cut glass specialties and vases, silver-mounted items and other novelties are shown in great detail.

A new light pressed line of tableware possessing a flute effect is a special attraction in the exhibit of the Duncan & Miller Glass Co., in charge of J. C. Rent and A. A. Graeser. The line is complete, including compots, nappies and plates, the two latter to be had in sizes from four to twelve inches, and candlesticks in sizes ranging from seven to sixteen inches. Several new creations in handled baskets are displayed, together with additions to their former lines consisting of tumblers, vases, jugs and other items.

Milton Vernon Simpson is showing the full line of electric lamps of the Empire Lamp Mfg. Co. of Chicago. The display is arranged in a tasteful manner, and the numbers are quite different from anything in this line shown here this season. Mr. Simpson was formerly engaged in the glass business, and is well known to buyers throughout the country.

An attractive display of cut glass from the Charles P. Schuller Cut Glass and Lamp Co. is shown by Charles Schuller, assisted by Filson D. Williams. The "Louise," "Wave Crest Petunia" and "Petunia" patterns are new. The line consists of bowls, vases, nappies and other staple items.

The Wolverine Supply and Mfg. Co. is showing the only line of toys in the exposition. They are automatic, and include "The Panama Pile Driver," "Electric Elevator," and "Sandy Andy." The latter,

which is shown in six or more different sizes and designs, is so constructed that there is nothing to get out of order, and it is almost perpetual in its movement.

A new semi-cut line of glassware is featured by the McKee Glass Co. under the direction of Frank C. Branum, together with blown vases, jugs, baskets, and a short line of stemware with cut pattern. Special attention is given to confectioners' glassware, including sanitary beverage and buttermilk coolers and dispensers.

No display in the exposition is attracting more attention than that of the American Import Co., of San Francisco, which is under the direction of C. F. Levens. The Oriental porcelains, bronzes and copper lines lend great variety to the general display.

Lines from the three factories of the Emil F. Kupper Cut Glass Co. are being exploited by E. P. Chapman. New floral and mitre cuttings, including the famous "Horseshoe," are displayed in a very attractive manner. Vases, baskets, compots, nappies, bowls and other items of special design make up the line.

The Mitchell, Woodbury Co. makes a display for the first time at an exposition, under the management of R. W. Corey. English, French and Japanese dinnerware is arranged in a very attractive manner, the very latest patterns being shown. This concern makes prompt shipments a feature of their offerings.

George W. Haskell and Harry L. Kelly are in charge of the display of the Indiana Glass Co. A variety of specialties and decorations are obtainable in the table lines. Many more items are being shown by this concern than in past years.

Buyers who have visited the market since our last issue were as follows:

Edgar Bowman, William Swartz and Mr. Finney, with the George H. Bowman Co., Cleveland.  
I. Jacoby, with Yeager Store, Akron, O.  
Youngstown Barber and Supply Co., Youngstown, O.  
J. H. Miller, Huntington, W. Va.  
Harry Holendrunn, with Chapple-Deyer Co., Syracuse, N. Y.  
R. H. Sterns, with Meakins, Packard & Wheat, Springfield, Mass.  
G. E. Minard, with Bamberger & Co., Newark, N. J.  
M. E. Wright, with La Salle & Koch, Toledo, O.  
E. E. Holmes, with Murphy Syndicate, Pittsburgh.  
Frank Martin, Toledo, O.  
W. E. Rothrock, Co., Tyrone, Pa.  
Joseph Davis, with Penn Traffic Co., Johnstown, Pa.  
L. A. Gregg, with Charles Hall, Springfield, Mass.  
W. H. Hayward, of Charles Hayward Co., St. Johns, N. B.  
Mr. Mackey, with Gowans, Kent Co., Toronto, Canada.  
Mr. Levy, with Lewis & Neblett, Cincinnati.  
W. D. Sanford, with Pettis Dry Goods Co., Indianapolis.  
John Ling, with Mandel Bros Co., Chicago.  
Walter Stanton, with Stewart Dry Goods Co., Baltimore.  
Thomas A. Keller, with Denholm & McKay Co., Worcester, Mass.



Herman Kline, with Watts, Shand Co, Lancaster, Pa.  
 W P Briggs, with Sibley, Lindsay & Curr, Rochester, N Y.  
 Philip G Schaeffer, with Adam, Meldrum & Anderson, Buffalo.  
 Charles Smith, with Brown, Thomson Co, Hartford, Conn.  
 Joseph Donovan, with Robertson, Sutherland & Co, Lawrence, Mass.  
 Otto Goetz, New York.  
 George Reilley, with George B Rouse, New York.  
 W T Mitchell, with Duffy, Powers Co, Rochester, N Y.  
 Thomas A Neely, with Strauss-Hershberg, Youngstown, O.  
 L F Gillman, with H'rshfeld, Phillips Co, Milwaukee.  
 Messrs Johnson and Barbour, of Johnson & Barbour, London, Ontario.  
 W K Cotterell, with C K Whitner & Co, Reading, Pa.  
 W H Anderson, with P Wiest's Sons, York, Pa.  
 Mr Illsley, with Barnard, Sumner & Putnam, Worcester, Mass.  
 Mr Baker, with Gimbel Bros, Philadelphia.  
 Mr Berliner, with Gimbel Bros, Milwaukee.  
 R E Tongue, of R E Tongue & Co, Philadelphia.  
 Fritz Bremmerman, of St Louis Glass and Queensware Co.  
 B F Sinsheimer, of the Eastern Mfrs' Co, Portland, Ore.  
 W E Strobel, of Strobel & Wilken Co, New York.  
 Mr Botts, Joliet, Ill.  
 J A Armstrong, with Hens-Kelly Co, Buffalo, N Y.  
 Ed Wild, of Wild & Rohn, Milwaukee.  
 Messrs Benedict and Schweitzer, with L Bamberger Co, Newark, N J.  
 F Boyland, with Racker & Kulner Co, Dayton, O.  
 Mr Ellis, with Almy, Bigelow & Washburn, Salem, Mass.  
 A J Calm, with Dives, Pomeroy & Stewart, Reading, Pa.  
 F L Sturtevant, with Forbes & Wallace Co, Springfield, Mass.  
 George Lobsitz, with the Hahne Co, Newark, N J.  
 Mr Childs, with Jones, McDuffee & Stratton Co, Boston.  
 M J Ryan, with W & A Bacon Co, Boston.  
 Mr Clayton, with Castner & Knott, Nashville, Tenn.  
 Lee Schoenthal, with Gimbel Bros, New York.  
 M B Page, of M B Page Co, Peabody, Mass.  
 T J Sargent, with The Eaton Co, Toronto, Canada.  
 Maurice Caro, with Mitchell, Woodbury Co, Boston.  
 Messrs Browning and Burdett, with R H Macy & Co, New York.  
 Ross Beckett, with Anderson & Newcomb Co, Huntington, W Va.  
 Joseph V Skelly, of the Skelly Co, Grafton, W Va.  
 Felix Kohn, with Palais Royal, Washington, D C.  
 Thomas Watson, with H Watson & Co, Saginaw, Mich.  
 E J Dayen, Pitcairn, Pa.  
 A R Zimmerman, with Emsall Co, Watertown, N Y.  
 Milton Meyers, with M Sellers & Co, Portland, Ore.  
 L A Carter, with Snellenberg & Co, Philadelphia.  
 Silas Ichenhauser, of the Ichenhauser Co, Evansville, Ind.  
 Will C Harned, of Zollinger, Harned Co, Allentown, Pa.  
 F H Leonard, of H Leonard & Sons, Grand Rapids.  
 R F Wilton, with Nerlich & Co, Toronto, Can.  
 Charles Behringer, with Hess Bros, Allentown, Pa.  
 A Soleburg, of Sioux City Crockery Co, Sioux City, Ia.  
 Charles Lang, with Kinney & Levan, Cleveland.  
 Mrs Bowser, with Abraham & Straus, Brooklyn, N Y.  
 A D Wilhelm, with Wm Taylor & Sons Co, Cleveland.  
 Mr Myer, Pennsylvania Hardware Co, Pittsburgh.  
 H Brennan, with Pickering & Co, Pittsburgh.  
 C B Arnsparger, with the Parson-Souders Co, Clarksburg, W Va.

Leon Moses, with Kaufmann & Baer, Pittsburgh.  
 Harry J Moscovitz, with Abraham & Straus, Brooklyn, N Y.  
 Isadore Rothstein, of the Igel-Rothstein Co, Pittsburgh.  
 L J Hunkeler, with Elder & Johnson Co, Dayton, O.  
 Herman Siegel, with L Straus & Sons, New York.  
 Mr Evans, with J N Adam Co, Buffalo.  
 Isadore Feldman, with Hengerer Co, Buffalo.  
 Thomas F Stackpole, with Greenhut Co, New York.  
 Miss A S Butler, with Almy's, Ltd, Montreal, Can.  
 Charles Herman, with Eisenberg & Co, Baltimore.  
 Samuel Natkin, with The Fair, Chicago.  
 C C Cullen, of C C Cullen Co, Knoxville, Tenn.  
 Louis Klayf, with Bloomingdale Bros, New York.  
 James Leary, with Houghton & Dutton Co, Boston.  
 Mr Clayton, with Consolidated Gas, Electric Light and Power Co, Baltimore.  
 J S McBride, with Robertson's, Ltd, Kingston, Can.  
 Mr Jones, with Vermont Hdwe Co, Burlington, Vt.  
 Christian Daudt, of Daudt China Co, Dubuque, Ia.  
 Rudolph Kohner & Co, Chicgo.  
 Arthur Lit and Henry Goodman, with Lit Bros, Philadelphia.

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## AT CHICAGO.

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HIGHER prices on glassware are expected here as the result of reported conditions in the producing districts. But the demand is so good that no one is worrying on that score. The chief anxiety is regarding deliveries.

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R. S. Hubbell, in charge of the basement department of Marshall Field & Co., left Monday on an Eastern buying trip.

\* \*

A. Solberg, manager of the Sioux City (Ia.) Crockery Co., was buying here last week.

\* \*

Charles Becker, who conducts a wholesale crockery, glass and housefurnishings business in Dubuque, Ia., was in the city during the week on his way East.

\* \*

F. Bartholomew, one of the old-timers in the business, who has been in Portland, Ore., in recent years, dropped into the city to call on his old friends this week. He was formerly proprietor of the dinnerware department in one of the large department stores of Buffalo. He will make his future home with his son in Lincoln, Ill.

\* \*

C. W. Reasner was exclusively on the job this week, H. L. Kelly, his partner, being at the Pittsburgh exposition. On Mr. Kelly's return Mr. Reasner will go to Pittsburgh.

\* \*

The bulk of the new samples for 1917 have arrived at the warerooms of local factory representatives, and the salesmen are busy getting them labeled and classified.

\* \*

The North American Supply Co., a general merchandise house doing business on the installment plan, is offering creditors 30 cents on the dollar. The offer is

cash, and the chances are that it will be accepted. While the assets of the company are \$38,000, with liabilities of only \$14,000, the stock amounts to only \$3,000. About \$12,000 worth of accounts receivable are considered good.

B. H. Palmer, traveler for the United States Glass Co., leaves this week on a trip through the Middle West.

O. C. Helm, of the Ira A. Jones Co., is calling on the trade in the Northwest.

George Moore, a crockery and glass buyer of Omaha, Neb., was making the rounds of the display rooms here during the week.

Frank B. Tinker has bought out the Cut Glass Products Co., one of the largest sales agencies in the city. Mr. Tinker has been identified with the company since its incorporation, three years ago, and the change, therefore, amounts to little more than an alteration of name. He will continue the business under his own name, as sole owner, and will have two additional lines—those of the Westmoreland Specialty Co. and Krantz & Sell.

F. S. Coleman, traveler for the Phoenix Glass Co., was here last week.

## IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

P Rinkin, c, g, Boston Store, Chicago. 44 East 23d.  
 F G Wesselman, hf, t, Bailey Co, Cleveland. 116 W 32d.  
 F Sanford, t, R A McWhirr Co, Fall River. 75 Spring.  
 D L McCarthy, hf, c, t, Stewart D G Co, Louisville. 18 W 35th.  
 F J Neuhausel, t, Neuhausel Bros, Toledo. 1249 B'way.  
 G Dessler, t, F & R Lazarus Co, Columbus, O. 220 Fifth ave.  
 J W Horne, t, and J H Harris, c, g, Kaufman Dept Store, Pittsburgh. 1261 B'way.  
 S J Ryan, hf, and J J Henry, hf, c, J L Hudson Co, Detroit. 354 Fourth ave.  
 H L Gearhart, hf, Wyman-Partridge Co, Minneapolis. 43 Leonard.  
 L Levy, t, L Hammell D G Co, Mobile, Ala. 1140 B'way.  
 E M Smith, hf, W L Milner Co, Toledo. 116 W 32d.  
 J Cahn, hf, Dives, Pomeroy & Stewart, Reading, Pa. 230 Fifth ave.  
 A H Baum, hf, N Goldenberg, Washington. Arlington.

H B Cohen, g, Sanger Bros, Waco, Tex. 19 E 24th.  
 S J Watts, hf, c, Woodward & Lothrop, Washington. 334 Fourth ave.

A S Brager, t, A A Brager, Baltimore. Longacre.  
 Milton S Meyer, c, M Seller & Co, Portland, Ore. 43 Leonard.

Mr Murphy, t, W & A Bacon, Boston. 1133 B'way.  
 C S McLean, t, Marshall Field & Co, Chicago. 104 Worth.

A P Spangler, hf, Bush & Bull, Easton, Pa. Grand.  
 O Davis, hf, J R Libby Co, Portland, Me. Imperial.  
 A H Davison, hf, Davison-Nicholson Co, Athens, Ga. 38 W 32d.

E L Hickey, J J Nathan & Co, Beaumont, Tex. Somerset.

J E Lewis, c, Little Falls, N Y. Herald sq.  
 S May, c, g, hf, May & Leopold, Steubenville, O. Navarre.

A Morton, c, g, hf, Fowler, Dick & Walker, Wilkesbarre. 212 Fifth ave.

M Bilskey, c, g, N Bilskey & Son, Ottawa, Can.

H M Garrett, c, g, W C Munn Co, Houston, Tex. 1150 B'way.

## THE CONDITION OF BUSINESS.

Trade opened sluggishly this week, principally because buyers realize that there is not much merchandise to be had. The importers have little or no stock, and there are many unfilled requisitions; consequently there does not seem to be any great need for haste in placing import orders.

The price question is still vexatious, although the lack of knowledge as to what goods will cost has not deterred some merchants from buying. In some instances orders are forced upon the sellers. "Put the order in, and do the best you can for us, and as quickly as possible," is not an uncommon way of putting it. Letters have been sent in asking that goods already on order be hurried up, but cancellations have been few and far between.

The glass manufacturers are booking big orders at Pittsburgh, though in many cases lines of samples only are bought, the real orders coming later after the travelers for the buyers have been out among the dealers.

The potters are also securing good orders for dinnerware, while the hotel china makers are reaping a harvest. It may be that the recent action of the English manufacturers in withdrawing prices has driven some buyers to consider the domestic product.

Retail trade all over the country is excellent, considering the time of year. There is not, of course, the rush there was before Christmas, but there is little cause for complaint, and much for gratification. Taken as a whole, business in New York opens very aus-



piciously, so far as demand is considered; but the question of deliveries is as complex as ever and annoying to everybody. Freight embargoes still interfere with shipments. What the situation will be when snow comes one hardly dares think. One heavy fall of the "beautiful" will tie things up worse than ever.

The prospect is that it will be a seller's market for months to come. There is going to be a dearth of wares of every kind, as the demand far exceeds the output in every branch of the business. No German goods are liable to come in, and the production of both English and French is falling off, rather than increasing. Even with a cessation of hostilities it would be months before this country would feel the effects, so far as receiving china and glass is concerned. With the coming of peace—although from the present outlook there is not much prospect of it—the labor situation would be relieved, as the countless hordes of men and women now working in munition plants would be free to engage in other operations, and the domestic manufacturers might thus be able to get a better production than they are now getting. But, with the piles of orders on their files, it would take a long time before they could begin to catch up. Meanwhile new orders would be coming in as rapidly as before.

Buyers are safe in ordering all they can see their way clear to pay for. There does not seem to be any likelihood of a reduction in prices, though it is improbable that goods will go very much higher. In point of fact, some goods have reached all they will bear, and there will be an endeavor to substitute others rather than pay excessive rates. There is a limit to what the consumer will pay. Still, in spite of all drawbacks, the outlook is encouraging, and a big year is looked for.

#### **Pittsburgh and Vicinity**

While the glass manufacturers are willing and anxious to favor the buyers all they can, they are considerably handicapped by conditions. As in other industries, the railroad situation is most discouraging. Inability to secure delivery of raw materials has caused suspension of operations in several instances. There is also a shortage of help in many factories, and production is not up to capacity. There is an active demand for merchandise, and this would be heavier if it were possible to secure quick deliveries.

#### **East Liverpool and Vicinity**

Demand is good, and would be better still if manufacturers were able to give positive shipping dates. Plants are unable to operate full time because of shortage of help, fuel and raw materials. Prices are firm, and liable to continue so.

### **WESTERN ASSOCIATION BANQUET.**

THE "Annual Gathering" of the Western Glass and Pottery Association was held in the main ballroom of the William Penn Hotel, Pittsburgh, Tuesday evening. Several hundred members and their friends attended. The affair was the most elaborate the Association ever arranged.

A mixed quartet provided vocal selections during the evening, and between courses dances were indulged in. Following the dinner the tables were taken away, and the spacious floor given over to dancing under the direction of Floor Manager Marion G. Bryce. Between dances the members of the quartet each sang solos.

Brief addresses were made during the early part of the evening by President Robert G. West, Secretary Thomas W. Morris, and Watson W. Lang.

Those attending follow:

Mr and Mrs Challinor	Lee Hunkler
Ernest Nickel	Howard S Bokee
Miss Margaret Challinor	Charles Reiling
Mr and Mrs Phillips	L S Crain
Mr and Mrs Renshaw	Mrs E Kelly
Oscar W Eckland	W F Jones
Irene M Thompson	Mr and Mrs Frazier
Mr and Mrs Harris	Mr and Mrs Flower
Mr and Mrs Ghysels	Mr and Mrs Deens
Mr and Mrs H L Dixon	Hugh Hamil
Mr and Mrs Harper	Miss Mabel Thompson
Miss Helen Harper	Mr and Mrs Lynch
Mr and Mrs Ebberts	Mr and Mrs W W Harker
Mr and Mrs Harnack	Mr and Mrs C J Kelly
Mr and Mrs H G Dixon	Mr and Mrs R W Harker
Mr Dos Taylor	Miss Harker
Mr and Mrs Keally	Mr and Mrs Smith
Charles W Rent	William Blazier
Miss Sara Orum	Noah Rowe
Joseph C Rent	J G Kaufmann
Mr and Mrs Redman	Miss A Koch
Miss Redman	Mr and Mrs W W Lang
Miss Haley	Mr and Mrs West
John Redman	Miss Mary Clarke
Marion G Bryce	Thomas W Morris
Mrs George R West	Mr and Mrs Simmers
R B Reineck	C Nick Muessig
H P Hunt	Miss Josephine Muessig
Carolyn McCampbell	Harry B Whitney
George L West, Jr	Charles C Ashbaugh
Horace C Gray	Mr and Mrs Manor
Frederick O Peacock	R D Haley
Margaret Cowles	Miss Lucile M Lang
Charles H West	B T Campbell
F B Tinker	M F Campbell
Mr and Mrs Kopp	Mr and Mrs F A Lang
Miss Virginia Kopp	Mr and Mrs Clarke
George M Jaques	J E McLaughlin
Mr and Mrs McNaugher	Mr and Mrs H L Kelly
Mr and Mrs Ross	Thomas S McCrae
Mr and Mrs Judge	Florence T Henry
Miss Nellie Mulheran	Alexander Fraser
H T Kneeland	Silas Ichenhauser
Mr and Mrs Behringer	E P Chapman
Henry Bigart	J F O'Gorman
Mr and Mrs Owen	C F Levens
Miss Owen	E H Reel
F H Fester	M K Zimmerman
W Milton Rogers	Mrs E H McNicol
W F Ellisson	Harry A McNicol
W G Sanford	Mr and Mrs Knoblock
John A Nixon	



EXPOSITION DIRECTORY.

FORT PITT HOTEL.

Room	Firm	Representative
104	Reizenstein Glass Co....	Reizenstein, L
128	D C Jenkins Glass Co....	Jenkins, H C
129	Bryce Bros Co....	{ Bryce, G S Duval, W H
137	Co-operative Flint Glass Co....	Reaper, W A
228	Mitchell, Woodbury Co .....	Corey, R W
241	Fostoria Glass Novelty Co....	Edmonds, W G
242	Mohawk Clay Products Co. ...	
339	McKenna Cut Glass Co....	Herveck, E
340	George H Bowman Co....	Ellis, Charles
342	Ideal Cut Glass Co....	
344	Carrollton Pottery Co .....	McPherson, A P
438	Empire Lamp Mfg Co .....	Levinson, J
444	C P Schuller Glass & Lamp Co.	Schuller, C P
438	Empire Lamp Co .....	Levison, J
439	Potters' Co-Operative Co....	{ McNicol, Lester Owen, William E
440	Republic Specialty Co....	Dunn, W H
441	Westmoreland Specialty Co..	{ West, George Reineck, R B
538	Royal Metal Mfg. Co....	
539	Oxford Pottery Co....	Flannigan, J E
540	Sunshine Cut Glass Co .....	Reddrop, C F
541	Haeger Potteries Co....	Sabin, E S
542	Martin Mercantile Co. ....	Carlstein, M
544	D E McNicol Pottery Co .....	Patterson, J W
604	Quaker City Cut Glass Co....	Lemcke, A F
621	United Novelty Co .....	Heuman, Mrs
628	National China Co....	Wilgus, E E
637	Star Glass Co....	Patterson, W J
639	S A Weller Pottery Co....	Woodworth, G H
640	United Cut Glass Co. ....	Neuwirth, Samuel
642	Jones, McDuffee & Stratton Co	Gordon, J P
643	Fenton Art Glass Co....	Fenton, R C
671	A E Hull Pottery Co....	{ Kinnan, V D Springer, G W
673	Steinfeld Bros....	Jones, Milton
676	Vodrey Pottery Co .....	Copperstone, T A
678	M Herbert Co....	
680	Wolverine Supply and Mfg. Co.	
684	Hall China Co....	Simmers, Frank I
685	L D Bloch & Co....	Bigart, H
692	Jno B Higbee Glass Co....	Clarke, Ira M
694	Ohio Pottery Co.. ....	Fraunfelter, C D
794	L E Smith Glass Co....	Hall, Swaney
696	Camden City Cut Glass Co ....	Bortz, H M
697	Bonita Glass Co .....	Jeager, O
700	Central Cut Glass Co....	Eckland, O W
702	Smith-Phillips China Co....	Clinton, E W
704	Diamond Glass Co....	Thomas, H W
706	Lancaster Glass Co....	Martin, L P
708	Indiana Glass Co .....	{ Kelly, H L Merry, F K
710	Mayer China Co .....	Mayer, A E
712	H Northwood Co....	Northwood, C
714	Taylor, Smith & Taylor Co ....	Taylor, C E
716	Paden City Glass Co. ....	Fisher, David
718	Steubenville Pottery Co .....	{ Wintringer, H D Neal W R

720	Beaver Valley Glass Co....	Fraser, Alex
722	H C Fry Glass Co....	Isreal, C H
724	E M Knowles China Co. ....	{ Messrs. Mackey and Anderson
726	Brush-McCoy Pottery Co....	Vaughn, F H
728	Cambridge Glass Co....	{ McCartney, W C Crain, L C
739	Duncan & Miller Glass Co. ....	{ Rent, J C Graeser, A A
740	Economy Tumbler Co .....	{ Hunter, W E Kenney, S P
742	S Herbert Glass Co....	Hamblin, E E
743	McKee Glass Co....	Branum, F G
773	Crooksville Pottery Co. ....	Conner, H K
776	West End Pottery Co....	Curry, J P
778	A H Heisey & Co....	Cassel, C G
784	Phoenix Glass Co .....	Whitney, H B
785	Demer Bros Cut Glass Co ....	Demer, F
788	E P Kupfer Cut Glass Co....	Chapman, E C
790	Lazarus & Rosenfeld....	Brownley, Geo W
792	Geo F Bassett & Co....	Ellisson, W F
796	Cut Glass Products Co....	Classen, F J
842	American Import Co....	Levens, C F

COLONIAL-ANNEX.

A L Tuska Co....	Thomas, Harry
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HOTEL ANDERSON.

Roseville Pottery Co....	Feldner, Ben
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HOTEL HENRY.

T B Clark & Co, Honesdale, Pa....	Johonnot, J H
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CITY SHOWROOMS.

Atlantic Glass Co., 222 First avenue.	
Consolidated Lamp and Glass Co.	
Monongah Glass Co.	
Westmoreland Glass Specialty Co., 702 Second.	
Tarentum Glass Co., Second Nat. Bank Bldg., Ninth and Liberty avenue.	
Colonial Pottery Co.	
Brush-McCoy Pottery Co.	
Nelson McCoy Pottery Co.	
Kinney & Levan, Century Bldg., Sandusky street.	
Pittsburgh Cut Glass Co., Phipps Power Bldg., Duquesne Way.	
Charleroi Decorating Co. }	Anchor Bank Bldg., Smith-
Penna. Glass Mfg. Co. }	field and Diamond streets.
Macbeth-Evans Glass Co., Wabash Bldg., Liberty avenue.	
Mortimer Glass Co. }	Oliver Bldg., Smithfield street.
Fenton Art Glass Co. }	
Warwick China Co. }	209 Sandusky street,
Hall China Co. }	
Maddock Pottery Co. }	
Oriental Glass Co., Eighth and Sarah streets, South Side.	
Pittsburgh Lamp, Brass and Glass Co., Century Bldg., Sandusky street.	
Phoenix Glass Co., Second Nat. Bank Bldg., Ninth and Liberty avenue.	
Silicon Glass Co., Wabash Bldg., Liberty avenue.	
United States Glass Co., Ninth and Bingham streets, South Side,	
John B. Higbee Glass Co., Bridgeville, Pa.	

FOUNDED IN 1874.

# Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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## SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 11, 1917

THERE is food for thought for the china and glassware manufacturer as well as for those in every other line of business in the recent statement of Elbert H. Gary anent the outlook for the period after the war: "While there are many reasons to be hopeful, there are signs of future uncertainty, and it is obviously the better part of wisdom to prepare ourselves, so far as is practicable, for unfavorable changes in the economic situation."

## MUST PULL TOGETHER.

THE condition of the market as regards prices is almost intolerable. No one knows what to ask and no one knows what he has to pay in so many cases that it is "buying a pig in a poke."

Manufacturers say they have no guarantee as to prices of raw materials, the producers of which cannot tell from one day to another what their product will cost them. Added to this uncertainty they are confronted with a shortage of labor, owing to which they are not getting full production, although the overhead charges are going on just the same.

Buyers are, of course, unable to figure what to charge until invoices are in hand. They cannot sell in advance, except on the terms at which they buy. Some are objecting very strongly to "price at date of shipment." But what can the manufacturer do? He can put on a price after guessing that the raw materials will advance so much, and he is bound to put on enough. He might say if he overestimated he would

give the buyer the benefit. But it would be against human nature to do it. Suppose he quotes prices for thirty days, he cannot be sure he can ship in that time. So there you are.

In times like these the motto for buyer and seller alike should be, Bear and forbear, and help each other all you can.

## PERSONAL.

IN addition to buying for the extensive china department of Abraham & Straus, Brooklyn, Harry J. Moscovitz has been given charge of the glassware, bric-a-brac and clock departments, until recently managed by H. Grant Straus, whose duties as a member of the concern prevent his giving attention to these lines. The added responsibilities placed upon Mr. Moscovitz are ample evidence of the confidence the house has in his managerial ability.



A. Morton and R. Smith, buyers for the Wilkes-barre and Binghampton stores respectively of Fowler, Dick & Walker, left for home on Wednesday after spending several days here placing orders. They both had an extraordinary Christmas business, and were anxious for goods.



J. H. Harris, buyer for the Kaufman Dept. Store, Pittsburgh, who was in the market for several days placing orders, left for home on Monday.



C. H. Blumenauer, president of the Jefferson Glass Co., is in town, accompanied by Mrs. Blumenauer, to visit the Automobile Show, but found time on Monday to stop in for a chat with his New York agent, Frederick Skelton.



Miss Bronson, buyer for Howard & Barber, Derby, Conn., made a brief buying visit to New York last Friday.



R. I. Capen, who purchased the china, glassware and housefurnishing business of Wm. G. Klein, at Mount Vernon, N. Y., was in the market last week placing orders. He will open a similar store at White Plains, N. Y., about January 15.



Harry L. Seixas, traveler for Edward Boote, left on Monday for a preliminary trip through the Middle West, and E. S. Curtis got away on Tuesday for a short trip through the South. Both expect to be back in New York to meet their customers during the import season.



M. J. Rosenblatt, who has been buyer for F. Rogers & Sons, this city, for some time past, resigned



that position January 1 and is looking for another connection. He has had a large buying experience and is considered well posted.



A. Minzensheimer has been engaged by the Basket Novelty Co. to travel New England, and started on his initial trip this week.



J. J. McKanna, of the McKanna Cut Glass Co., Honesdale, Pa., and Geo. Briggmann, of Webster & Briggmann, Naugatuck, Conn., were in town this week consulting with their New York agent E. L. Bates.



After spending several days at the New York office, H. J. Smith, traveler for Cox & Lafferty, left last Friday for a tour of the New England States.



H. L. Bunker, of the United States Glass Co.'s local sales staff, left for Pittsburgh Sunday night to meet some of his trade who expect to be at the exposition there.



Julius B. Bruen left on Tuesday for a five weeks' trip through the East and Middle West with the lines of the Colonial Chandelier Co. and the Penn Glass and Mfg. Co.



Henry Saul, of the Saul Mfg. Co., is busily engaged this week getting his trunks ready for an early departure for the West.



C. P. Cox, head of Cox & Lafferty, left on Monday night to make the rounds of the various factories his concern represents. He expects to be away about ten days.



R. J. Wiley, traveler for Chas. Dela Croix, is packing his samples preparatory to leaving on Monday for a trip through New York, Pennsylvania and the New England States.



Albert Reaves, buyer for A. Stowell & Co., Boston, arrived in town on Monday to place orders.



Charles L. Weddle, assistant to John Nixon, local manager for the Fostoria Glass Co., left on Tuesday night to spend several days at the concern's factory at Wheeling, W. Va.



Louis Klayf, with Bloomingdale Bros., was another buyer to depart Monday night for the exhibition at Pittsburgh.



Frank Primrose, formerly with Mitchell, Woodbury Co., Boston, has been engaged by McKenna Bros. to

travel for them through New York, Pennsylvania and the New England States, and expects to leave on his initial trip for the concern within a few days.



Edward J. Burdett, buyer for R. H. Macy & Co., and Harry J. Moscovitz, buyer for Abraham & Straus, Brooklyn, left Monday night for a visit to the show at Pittsburgh and the potteries at East Liverpool.



Sam and Louis Neuwirth, with the Max Herbert Co., have the sympathy of their many friends in the loss of their mother, whose death occurred last Sunday after a lingering illness. The news was telegraphed to Sam at Pittsburgh, where he was taking charge of the concern's exhibit, and he returned at once, Mr. Herbert taking his place there.



Max Hirsch, New York representative for the Buffalo Mfg. Co., leaves to-night for a trip to the factory, expecting to return to the city on Monday.

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#### TICKETS READY FOR THE BANQUET.

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THE ball has been set rolling in earnest for the banquet of the Pottery, Glass and Brass Salesmen's Association on Wednesday evening, February 7th, at the Hotel Astor, Chairman W. S. Pitcairn having distributed tickets among the various committee members early this week. Details are being completed, and plans are under way to secure several very eminent speakers. Music lovers will be glad to know that T. Arthur Baker has again been engaged.

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#### CROCKERY BOARD OF TRADE OFFICERS.

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PRECEDED by the customary luncheon, the annual meeting of the Crockery Board of Trade of New York was held Wednesday in the rooms of the Hardware Club, when the following officers were elected:

President, George B. Jones; first vice-president, Wm. F. Dorflinger; second vice-president, K. L. Wedgwood; treasurer, C. A. Holbrook; secretary, L. S. Owen.

Executive Committee—Lee Kohns, James Davison, L. S. Hinman, J. Rosenfeld, G. M. Smith, E. F. Anderson, Herman C. Kupper.

Arbitration Committee—Robert Slimmon, L. D. Bloch, John J. Miller.

Membership Committee—Wm. R. Noe, A. Grede-lue, E. F. Anderson, E. J. Ridgway, J. H. Venon.

Trustees for term expiring January, 1920—W. S. Pitcairn, J. J. Miller, W. W. Magee, H. C. Kupper.



Reports of the secretary and treasurer indicated a highly flourishing condition of the board's affairs.

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### GEO. R. WEST BREAKS LEG.

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THE friends of Geo. R. West, head of the Westmoreland Specialty Co., will learn with regret of his misfortune in breaking his leg last week as the result of a fall on an icy pavement. Mr. West had intended to take an active part at the exhibit made by his concern at the Fort Pitt Hotel, Pittsburgh, but owing to his accident Horace C. Gray, the factory's New York representative, takes his place, having left for Pittsburgh on Sunday night. Mr. West expects to be on hand part of the time, but of course will not be able to get about with his usual agility.

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### OBITUARY.

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THE death of Ralph Huntington White, president of the R. H. White Co., Boston, following so closely that of his contemporary, Jerome Jones, is felt as a distinct loss to that city. Although nearly seventy-six years old, he was in good health, apparently, up to the time of his demise.

Mr. White was in every sense a "self-made" man. His start was made in the Berkshire Hills, where he was born, by trapping muskrats and selling their skins. With the money thus secured he purchased goods which he sold to his fellow townspeople. In March, 1863, he went to Boston and into partnership under the firm name of Power & White at 52 Hanover street, then the retail trading centre. Before the first year ended the store had been outgrown and the firm moved to Winter street, where it was known as Wilcox, White & Roraback. A year later it became Wilcox, White & Co. On Jan. 1, 1865, Mr. White bought out his partners and organized the R. H. White Co., taking the entire building 44-46 Winter street. A few years later the adjoining store was annexed, and for ten years the location was not changed. In 1876 a new building was erected on Washington street, and as the business kept increasing additions were made from time to time until the store covered the entire block.

Many in the trade attended the funeral service held on Thursday in the Old South Church. The store was closed all day, and every large retail establishment in the city closed during the funeral hour.

John Creech, an old-timer in the business, died last Saturday at Sinai Hospital, Brooklyn, after an illness of a week from blood poisoning, aged 79. In the old days he conducted a retail and jobbing business in china and glassware on Myrtle avenue, Brooklyn, having

succeeded his father, who had a similar establishment on Fifth avenue, Brooklyn. After giving up the Brooklyn store Mr. Creech established a jobbing business in hotel supplies and glassware at 65 West Broadway, this city, which he maintained up to the time of his illness. He was popular with every one who knew him, and will be greatly missed by a long list of friends, by whom he was held in the highest esteem.

Moses Straus, vice-president of Charles Rosenheim & Co., Louisville, Ky. died last Thursday at his home in that city, aged sixty-two.

The death of Francis H. Piercy on January 2, for a number of years connected with the trade in New York, will be learned with the deepest regret.

Mr. Piercy's first position after leaving school was with C. H. Taylor, with whom he remained for eight years, leaving him about four years ago to go in business for himself, having secured the New York representation of the Monroe Glass Co. While he had this line he occupied part of the salesroom with Wm. Warren, at 25 West Broadway. Later he took a position in the retail store of Haviland & Co. and then with B. Altman & Co., by whom he was employed until he was forced to give up business about a year ago on account of illness from tuberculosis. Mr. Piercy's ill health dates back to four years ago, when he was upset in a boat at Rye Beach, contracting a severe cold from which he never entirely recovered.

Masonic services were held at his home in Jersey City last Sunday, at which C. H. Taylor, Wm. Albert, Frank Beck, and others in the trade, were in attendance. Mr. Piercy was only twenty-eight years old, and leaves, besides a widow, his mother, father, sister and brother.

James F. Skinner, merchandise manager of Sears, Roebuck & Co., and associate of the late Richard Sears, founder of the firm, from the earliest days, died at his home in Chicago last week.

A number in the trade attended the funeral services of George R. McFarlin, the oldest employee of the Jones, McDuffee & Stratton Co., Boston. Mr. McFarlin was seventy-nine years old. He opened a store on Essex street, Boston, in 1867 with Nathaniel Plympton, who later became associated with A. A. Vantine & Co. of this city. Later on Mr. McFarlin had a store in Music Hall place, and in 1871, when the business was taken over by Clark, Adams & Clark, he remained with the new firm until it went out of business in 1887. He then started in business for himself on the site where the building of the Jones, McDuffee & Stratton Co. now stands. In 1895 he entered the employ of the latter concern, remaining until a few days before his death. He is survived by two sons, George McFarlin, manufacturers' agent in the glass and lamp trade, and E. T.

McFarlin, connected with the Boston Safe Deposit and Trust Co.

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### DAMAGED BY WATER.

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THE store of H. A. Goldman, 321 Grand street, one of the largest retail dealers in china and glassware in that section of the city, was badly damaged by water last Monday morning as the result of a fire in the upper floors of the building. The blaze broke out at eleven o'clock Sunday night and was thought by the firemen to have been completely extinguished; but flames were discovered again Monday morning, and a thorough drenching was given the building.

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### BLOCH FACTORY TO MOVE.

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L. D. BLOCH & CO. have leased two entire floors in the building 295 to 303 Sixth avenue, formerly occupied by B. Altman & Co., which will be utilized for the manufacturing of lamps and lamp shades, their present manufacturing department on Twenty-first street being inadequate to take care of the tremendous growth of the business. The new quarters, which they will occupy about February 1, have a floor space of about 40,000 square feet.

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### HOW THE "BOYS" AMUSE THEMSELVES.

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MAX HERBERT was resting quietly in his room at the Fort Pitt Hotel, Pittsburgh, on Sunday afternoon when a bell-hop brought him a telegram which read as follows:

"On board Pinochle Special, January 7th. Train due nine-thirty. Have Jim Gordon in lobby. Apples here for him."  
MURPHY, Conductor.

Fifteen minutes later another telegram was handed in:

"Have doctor at hotel on arrival of train. Gunther little sick at stomach at Max Herbert's funny stories."  
MURPHY, Conductor.

At intervals of fifteen minutes came the following:

"Borrow Neuwirth's safety razor. Harris bit off his mustache trying to meld 100 aces. Mustache out of shape."  
MURPHY.

"Have queens for gang. Kohnfelder had 60 all day long."

"Have mortgaged bakery. Goodman on his way."

"Max Herbert skinning the pot. Have Billy Lynch bring out a few chambers."

"Order pair strong glasses. Baker strained his eyes kibetzen."

As Max was in the hotel, he couldn't understand

the allusions to himself; but he did when the crowd arrived.

News of the telegrams spread rapidly, and the boys haven't got through kidding Max yet.

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### A GENEROUS ACT.

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A LETTER handed to each of their employees by L. Barth & Son recently contained the announcement that the concern had made arrangements to present, as a New Year's gift, everyone who had been in their employ for six months with a life insurance policy ranging in amounts from \$500 to \$3,000, according to length of service, the premiums to be paid by the concern as long as the recipients remain in their employ.

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### FEMININE JEALOUSY IN THE BUSINESS OFFICE.

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EVERY man who expects to be an employer of women should take a course in feminine psychology first, says Eleanor Gilbert in the "Evening Sun." Thereby will he save himself much fatigue of spirit and tormenting speculation as to why a girl so sensible as his particular assistant or clerk should go off on a tear, or resign in a huff, apparently all "for nothing." That is to say, it's a woman's "for nothing." When a pert feminine person who has been sulking remarks in replies to solicitous queries concerning the causes of her clouded brow, "Nothing's the matter," it is a definite admission that everything is the matter. It might prevent many divorces of good employees from suitable jobs if some obtuse masculine employers recognized that there is such a thing as a "green-eyed monster" even in practical, sensible, cold-blooded everyday business. And when it appears it must be handled judiciously, not neglected or steam-rollered—or businesslike training will be thrown to the winds and the lady who carries the little green mascot will recklessly raise everlasting confusion.

Mr. Jimpson, president of the Jimpson Chemical Company, had a jewel of a stenographer. She was everything that all the text books say a good stenographer ought to be—careful and accurate and intelligent, plus some initiative, and engagingly pretty besides. She was a thoughtful little body at that—the kind of stenographer who takes a personal interest in the office as though it were her own home, who makes it her business to see that it's immaculate, who scolds the office boy if he pastes stamps on awry and who, each Saturday morning, dusts her chief's desk and assort his papers, meanwhile shaking her head maternally over his typically masculine untidy habits.

Mr. Jimpson knew that Miss Stone was a pearl above



price, and he was generous in his praise of her, and finally they settled down to that perfect understanding between an executive and his stenographer which is nearer matrimonial peace than matrimony is. Mr. Jimpson came to the point where he knew Miss Stone "could understand" and didn't bother making troublesome explanations that one would have to offer a less clever girl. One day he took it into his head that Miss Stone was really overworked. She was a quick worker, but even so he found out that two or three times a week she had to stay an hour or so later in order to finish the day's dictation. And so, as a token of appreciation, he prepared a little surprise for her.

When Miss Stone rushed back from a ten-minute luncheon the first day of the month she sat down to a desk piled high with work, book full of yesterday's dictation, and wondered what on earth she would do when the day's dictation came. Her buzzer rang. She entered Mr. Jimpson's office a bit wearily, book in hand. Mr. Jimpson was just finishing a letter which he was dictating to a fluffy-haired blond young woman who seemed the pink of poise and efficiency. "I only want you to meet Miss Bates, who is going to help us out, now that you've too much work on your hands," Mr. Jimpson explained as he presented the young woman. "Not at all," stammered Miss Stone, barely acknowledging the introduction.

She left the room quickly, quite stunned. She was perfectly courteous in a frigid way to the new stenographer. Poor Mr. Jimpson, who had expected great appreciation for the help rendered her, was wofully disappointed. Cheery little Miss Stone sulked for the first time in all the five years she had been in his employ. She was as courteous as usual, but icily courteous, not the good-humored, smiling person he was accustomed to. She never asked questions nor made suggestions as she used to, and one week after the appearance of the new stenographer tendered her resignation.

Mr. Jimpson was aghast. What on earth had happened? Offer of a better paying job? Getting married? No, none of these things, but she preferred not to make explanations. But Mr. Jimpson couldn't and wouldn't lose a splendidly trained stenographer without protest and he insisted on an explanation, and—he got it. Out it came in furious gusts:

"You did not have to hire another girl. I can do all the work myself. If you think I can't I'd better go. I don't want any help, thank you, and I just won't stand anybody else taking your dictation. If I'm the president's stenographer I'm going to do his work, and I won't have anybody else do it, either!"

And she won. Mr. Jimpson shook his head. He didn't understand it at all. He felt that he'd be plumb tickled if somebody hired an assistant who would take some of the work off his shoulders. But Mr. Jimpson was just an ordinary man, totally unaware of the fact that even stenographers who have been in business for

five years and more have emotions. He did not know the poignant anguish endured by Miss Stone when she sat at her typewriter and heard Mr. Jimpson dictating to that silly blond thing the cherished confidential reports to salesmen which she alone had been permitted to take in all the years past. He did not know the aching misery concealed under her forced smile when Mr. Jimpson praised the work of the new stenographer, hoping in his elephantine way that it would ingratiate the new girl in Miss Stone's favor, encourage co-operation and ease work generally.

The only peace terms were to dismiss Miss Bates immediately, forthwith and at once—let her go to some other department. But there wasn't enough work and space and responsibility in Mr. Jimpson's domain for both stenographers. Miss Stone was final—and again in history mere man yielded to the edicts of the green-eyed monster.

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### DAYLIGHT-SAVING.

Time is the warp of life. Oh, tell  
The young, the fair, the gay, to weave it well.

Bring back the old, put out the new!  
'Twas tried and found it would not do.  
Now wash the hands on dial's face;  
Remove the stains of deep disgrace.

Let sun proclaim the hour of noon;  
Not clock arranged by some buffoon.  
And when the sunset rays expire  
Let them not make the clock a liar.

This new time coming from a source  
Which had no right to put in force,  
And now goes back quo warranto,  
There to remain in statu quo.

To hamper work for pleasure's aid  
Is tending to the downward grade,  
And shorten sleep to lengthen play  
Is also on the down-grade way.

Yet this is what we practiced here,  
And fooled ourselves for half a year  
By thinking we were gaining time.  
Our thinking should be more sublime.

Ring out all forms of foul deceit  
That Father Time would try to cheat;  
Ring in what's true and on the level,  
What's false, let go unto the devil.

—JAMES PORTER, Winnipeg.

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### WASTED EFFORT.

THE Dead Letter Department of the Post-Office last year received 667,700 misdirected letters, 115,760 unaddressed letters, 228,700 letters held for postage, 440,200 written on hotel letter paper by persons unknown to the hotels, and 104,700 letters with fictitious signatures. The dead letter mail contained about \$2,250,000.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Last week witnessed the arrival of a goodly number of buyers, many of whom spent more or less time looking up unfilled orders. One said: "There is no use in thinking of placing orders for new open stock patterns as long as it is impossible to get back orders filled." He was anxious to take on several new open stock dinnerware patterns, but desired to get old business out of the way first. The present situation should not be blamed upon the manufacturers, who are doing all within their power to accommodate buyers.

The clay situation is exasperating. Southern clays have been held up by embargoes, and when this or that line has lifted the ban the loaders were unable to get sufficient cars. Of late a number of pottery manufacturers in the northern Ohio district have been unable to get deliveries on clay, and this has seriously handicapped operations. While there has been no late increase in price, the shippers have withdrawn cash discounts, all bills now being net.

At the annual meeting of the stockholders of the West End Pottery Co. the following officers were re-elected: president, W. E. Cinning; vice-president and general manager, William H. Burgess; secretary-treasurer, Charles C. Ashbaugh.

The new sample room of the Knowles, Taylor & Knowles Pottery Co. is a marked improvement over their former place. Handsome wood standard electric portables illuminate the tables on which the various dinnerware patterns are shown, while attractive floor lamps add to the attractiveness of the spacious room.

Calendar plates with 1918 dates form the leading feature of the current season's offerings by the D. E. McNicol Pottery Co. The line is for the jobbing trade exclusively, the concern discouraging its sale through local agencies. Fifty different subjects are available this year, one series bearing the portraits of moving-picture stars. The battleship series of last year was a

popular one, and some of these centres are to be found in the 1918 line.

Commercial photographers who feature colored prints for pottery salesmen and jobbers have advanced their prices from 40c. to 50c per sheet, owing to the high cost of chemicals.

Inability to make deliveries has caused financial receipts at the potteries to be the lowest in their history. Old accounts have been pretty well cleaned up, and now the railroads are holding back shipments. This is soon reflected in the business office.

Not in years have the pottery manufacturers made such efforts to produce quality as are noticeable this season. Body, glazes and decorations all show a decided improvement over those of a year ago.

The general demand for covered jugs is exceptionally strong. Every manufacturer of this line is being offered all the business he can conveniently handle.

Buyers visiting the West End Pottery are being presented with a souvenir in the shape of an oval ash tray with a match-holder attached.

A. L. Young, Eastern agent, and H. Benedikt, New York representative, have been spending a season at the Smith-Phillips China Co., arranging their lines for the coming year.

An excellent call is noted for salads, the new decorations proving very popular.

James B. McHugh, for many years Western salesman for the Steubenville Pottery Co., has retired from the service of that company. He will locate in Chicago, and probably enter another line of business.

E. J. Nickey has been appointed representative for the National China Co., Salineville, O., traveling out of Milwaukee and working Wisconsin and Minnesota.

Mr. Nickey also handles the Smith-Phillips China Co.'s lines.



The Onondaga Pottery Co. is planning as additions to its plant the erection of three buildings—one of four stories, 90 x 208, and two one-story structures to house kilns.

#### A. P. DOCTOR TO JOIN THE UPTOWNERS.

THE downtown district is soon to lose another prominent factory representative, A. P. Doctor, local manager for the Central Glass Works, having signed a lease last Saturday for quarters in the Albemarle Building, Twenty-fourth street and Broadway. Mr. Doctor's suite directly adjoins that of the United States Glass Co. on the thirteenth floor. His rooms face Broadway and have Madison Square as an outlook. New fittings throughout are contracted for, and efforts are being made to have everything in readiness by February 1, when Mr. Doctor expects to be open for business in his new quarters.

#### BOSTON BUSINESS NOTES.

BUSINESS is back to the "rush" stage. No one expected that things would start with such a bang right off after the holidays—but it's here. The number of nearby buyers in town during the past week was the largest for many months, and they all wanted early deliveries. "I wish I could tell you when you'll get your goods," one agent was heard to say. "But I can't. All we can say is that we will send them along the moment we can."

The street commissioners have extended until Feb. 23 the time for keeping the trolley cars off the shopping section of Washington street, and there is strong reason to believe that the interdiction may be made permanent, as already hinted in this column, for it has proved a great success.

An involuntary petition in bankruptcy has been filed against the Williamstown Glass Sales Co.

An inquest on the death of James J. Hanning established the fact that he died from congestion of the brain.

Friends of Jacob Mitchell, of the Mitchell, Woodbury Co., extend their sympathy to him in his illness at his home in Reading, a suburb.

A. N. Soule, manager of the Soule Emporium,

Augusta, Me., was one of the visitors this week. He does not call on the trade very often, and his old friends were particularly glad to welcome him.

E. J. Tucker, of Chase & Francis, is making a ten days' business trip through Maine and is sending back excellent orders.

George K. Marshall has placed on view the Fostoria Glass Co.'s new samples.

Harry Seixas, with Edward Boote's lines, is at the Parker House for a few days.

J. E. Bostock, of Taunton, called on friends in the trade this week.

Mr. Avery, of the Avery Furniture Co., Marlboro, was here the other day.

Frank W. Stearns, of the R. H. Stearns Co., has contributed \$1,000 towards the cost of maintaining the proposed new Central Young Women's Christian Association at 37½ Beacon street, saying that he believes it will be of great benefit to the girls in the stores.

Julius Baer, of Louis Wolf & Co., will go to New York next week, to remain there the remainder of the year. He says that he will have all of the domestic, Japanese and English lines ready to show by Jan. 22. By that date "Tom" Maguire, who is now covering New England territory, will also be in the firm's New York sample rooms to show goods to his customers from this section of the country—and he has a lot of them, too.

R. B. Voitle has been assigned to the Boston office of the Pittsburgh Lamp, Brass and Glass Co., and will travel in the New England States. Mr. Voitle has been working out of the Pittsburgh sample room for several months.

#### PYREX SALESMEN CONFER.

THE semi-annual convention of the salesmen of the Pyrex Sales Division of the Corning Glass Works was held in Corning, N. Y., last week. The session lasted for three days and consisted of a review of the work of the past six months, discussion of sales plans, and an inspection of the new Pyrex building.

Those present were Col. William C. Thompson, of New York City, dean of the force; J. L. Burr, Pittsburgh; George Heisler, East Liverpool; W. S. Kelsey, Chicago; M. J. Lacey, Jefferson, Wis.; L. Lichtman, New Orleans; G. E. Powell, Denver; C. Y. Knox, Painted Post; B. A. Burke, Boston; E. R. Harris, Buffalo, and R. A. Peckham, Elmira, N. Y.



**"Where Glass Making is an Art and Quality Reigns."**

New Creations and New Decorations for 1917.

ALWAYS SOMETHING NEW.

## Central Glass Works,

WHEELING, W. VA.

UP-TO-THE-MINUTE GLASSWARE.

Needle-etched, Cut, Engraved, Gold Encrustations, etc.

Special Designs for Hotels, Clubs, Railroads and Steamships. Deep Plate Etched Crest Work given special attention.

NEW LINES ON DISPLAY FOR 1917 AT OUR BRANCH OFFICES:

A. P. Doctor, 66 West Broadway, New York.

Thos. Downs, Jr., 610 Denckla Building, Philadelphia, Pa.

Geo. D. Dinkel, 157 Federal St., Boston, Mass.

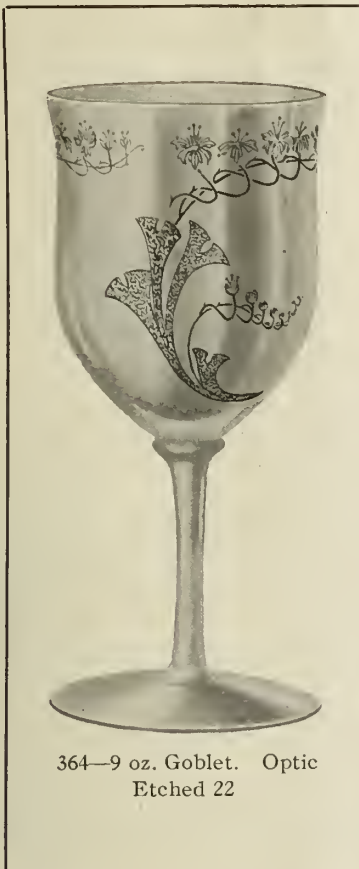
Green & Thomas, 33 S. Charles St., Baltimore, Md.

E. S. Pease & Co., 700 Main St., Buffalo, N. Y.

Bersback, Maloney & Co., American House, Denver.

Himmelstern Bros., 718 Mission St., San Francisco

Thos. H. Butcher, Chicago and Middle West.



364—9 oz. Goblet. Optic Etched 22

## "We Have Broken Through"

and are compelled to take larger rooms at the Fort Pitt Hotel, Pittsburgh, Pa., for our January Exhibit. You will find us in Rooms 441, 442 and 443.

**WE CAN'T MAKE ALL OF IT, SO WE MAKE THE BEST OF IT,**

and will show three distinct new lines in shapes and colorings. We have the goods, and we can prove it. Come in and be convinced.

## WESTMORELAND SPECIALTY CO., Grapeville, Pa.

Mr. R. B. Reineck at Fort Pitt Hotel in January.

New York Office, Horace C. Gray Co., 202 Fifth Avenue Bldg.

Philadelphia Office, Peacock & Roop, 1007 Filbert St.

Boston Office, H. P. & H. F. Hunt, 41 Pearl St.

Indianapolis Office, Harper J. Ransburg Co., 212 State Life Bldg.

Baltimore Office, L. S. Fiteman, 307 Rollins Bldg.

San Francisco Office, Himmelstern Bros., 718 Mission St.

Salt Lake City Office, Maus-Stewart Co., 246 S. Main St.

Chicago Office, Frank B. Tinker, 806 Heyworth Bldg.

AROUND THE GLASS FACTORIES.

Pittsburgh and Vicinity

Because of their inability to secure prompt delivery of soda ash several factories were compelled to suspend operations recently and were idle for a week or ten days. All the factories in this district complain bitterly about the belated arrivals of raw materials.

Percy Pownall, salesman for the Fostoria Glass Co., Moundsville, W. Va., has returned from California, where he has been spending six weeks at the home of his parents, who own a large citrus orchard in that State.

The oil burning process is to be given thorough tests at the Steubenville and Toronto plants of the Gill Bros. Both factories have suffered from a shortage of gas for several seasons.

Samuel O. Paull, of the Eagle Glass and Manufacturing Co., Wellsburg, W. Va., when here a few days ago declared that sales with his company in 1916 reached a new high level. Every department is running full, and because the firm recently brought in several good gas wells on privately-owned property its troubles with a shortage of fuel have been eliminated.

A hospital sugar and cream is a new specialty by the John B. Higbee Glass Co. It is a handy arrangement, and is having a good demand.

The capacity of the Lancaster (O.) Glass Co., will be considerably increased by a number of improvements now under way in the manufacturing department.

At the annual meeting of the Western Glass and Pottery Association a record for new members will be hung up by President Robert G. West. Close to 125 names have been added to the roll during his year of administration. Mr. West announced that he would strive to secure 100 new members, and he reached the century mark sooner than he anticipated.

The Cambridge Glass Co. has appointed W. Milton Rogers its Chicago representative. Mr. Rogers was until recently associated with George V. Millar, of Scranton, Pa., and is well known in the trade.

Officers and superintendents of the Phoenix Glass Co. joined in an informal dinner at Monaca, Pa., last Tuesday evening, at which conditions within and without the plant were discussed.

"We would be glad to place heavy orders for glassware if it were not for the embargo upon such exports," said A. Sanford, representing Weiss, Biheller & Brooks, of London. "Glass for mounting purposes is allowed to enter England, and we are exporting such items as

come under this head." Last year Mr. Sanford was a heavy buyer of chimneys, tumblers, and other staple lines. His trip here this season was merely to keep posted on the market. He did not place an order.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 9, 1917

GENOA		
22 packages glassware.....	Hudson Forwarding Co	
1 " ".....	F Bing & Co	
3 " ".....	Reddin & Martin	
3 " ".....	Veit Son & Co	
3 " ".....	P C Kuyper & Co	
4 " ".....	Gimbel Bros	
2 " ".....	Bloomingtondale Bros	
4 " earthenware.....	Almone Mfg Co	
29 " ".....	M Field & Co	
5 " ".....	J Wanamaker	
8 " ehlnaware.....	M J Corbett & Co	
4 " ".....	J Wanamaker	

HONG KONG		
26 packages chinaware.....	Keong, Yuen Co	
75 " toys.....	Haber Bros	
19 " ".....	International Banking Corporation	

LIVERPOOL		
5 packages toys.....	Tiffany & Co	

BORDEAUX		
1 package ehinaware.....	Duveen Bros	
2 " ".....	Redden & Martin	
3 " earthenware.....	States Forwarding Co	

HAVRE		
2 packages glassware.....	E F Caldwell & Co	
4 " earthenware.....	F Bing & Co	
41 " ".....	American Express Co	

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor eonditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

FOR SALE OR LEASE.

GLASS SAND PROPERTY FOR SALE OR LEASE.—Extensive deposit of first-class glass sand on trunk line railroad. Thoroughly opened up. Character and position of material unexcelled for economic working. Ample water supply. Electric power readily accessible B. S. RANDOLPH, H: neock, Maryland.

FOR RENT.

CENTER uptown district, excellent showroom space 15x27, near corner Twenty-third Street, fronting Fifth Avenue. Apply third floor, 184 Fifth Avenue.



# CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 18, 1917.

## THE CONDITION OF BUSINESS.



Business during the past week was better than had been anticipated, as far as activity in the New York salesrooms was concerned. There were a goodly number of buyers in evidence—in fact, more than had been expected, owing to its being a trifle early yet for them to make their appearance, and considering also that the show at Pittsburgh is attracting the attention of many of them.

Very satisfactory reports, accompanied by good-sized orders, are reaching headquarters from the various salesmen now on the road, and this tends to give a decidedly encouraging outlook for the season's business.

The French and English importers' mails show a steady demand for goods of all kinds, the withdrawal of prices on certain items by the latter's factories having no seeming effect upon sales. The buyers have implicit confidence in the factories and in the importers representing them in this country, believing that they will be taken care of with as low a price as is consistent with conditions, and consequently are showing no anxiety whatever upon this score.

The Japanese houses are looking forward to a record year, the indications already being that their expectations will be more than fulfilled.

The domestic potters are beginning 1917 with an avalanche of new orders, and are already carrying a considerable amount of business on their files for this

year's delivery. Buyers are so eager for goods that they are willing to do almost anything to obtain them. It is not uncommon for cheques to accompany the orders, in the hope of thereby obtaining quicker shipments.

An almost similar condition exists at the glass factories—a dearth of goods and a seemingly endless demand. The stringency of the market is quite apparent in the absence of bargains or job lots in discontinued patterns usually obtainable at this time of year. Everything has been sold up so close that it is almost impossible to find anything of the kind.

The matter of most concern to the trade at present is that of the high prices and how much higher they may go. The real crux of the situation is how the ultimate consumer will view the situation and what he will do about it. So far, buying in all lines continues apparently unchecked, and the only explanation seems to be the universal increase in purchasing power due to general prosperity. The steady and continued advances make merchandising a very difficult affair. Ordinarily in such a situation, the dealer, whether wholesaler or retailer, orders goods only as he needs them, and carries light stocks, so that when a decline in prices comes there will not be much on hand on which to suffer a loss. The trouble now, however, is that manufacturers are so far behind that goods have to be ordered a long way ahead if they are to be had when wanted. The result, consequently, is that stocks of merchandise in the hands of many wholesalers and re-

tailers are incomplete and assortments are very much broken.



### **Pittsburgh and Vicinity**

Big business marks the opening of the new year with the glass manufacturers. The demand for blanks is the heaviest that has ever been experienced, the department store buyers seeking high-grade specialty pieces. Prices are firm on all lines. There is a tendency in the trade to get away from the manufacturing of the former cheap lines. Current prices are not retarding business, many buyers wanting merchandise at almost any figure. A new record for buyers visiting the market at this season was made last week.



### **East Liverpool and Vicinity**

Buyers who have been here the past fortnight have been very liberal with their orders, although manufacturers have been unable to give any definite shipping dates. Several factors enter into the slow-shipping situation—shortage of gas, freight embargoes, and inability to secure maximum capacity. Prices are firm, and orders are being accepted on the sole condition that they will be forwarded as soon as possible and at prices prevailing at time of shipment. General demand is heavy, and is likely to prevail indefinitely.

## **THE PITTSBURGH EXPOSITION.**

NEVER in the history of the Pittsburgh Glass and Pottery Exposition have so many buyers been in attendance. Records show that 199 were here in January, 1916. Nearly that number was reached at the end of the second week this year. There were very few curiosity-seekers. Bargain hunters were also scarce. Buyers wanted merchandise, and as quick deliveries as could be secured. Those here since our last issue were as follows:

H Von Hagel, with Sears, Roebuck & Co, Chicago.  
Bert Laurens, of Laurens & Rowe, Oneonta, N Y.  
Messrs Broders and Lavernz, Davenport, Iowa.  
A P Parrish, with E B Taylor & Co, Richmond, Va.  
C B Nash and R S Hubbell, with Marshall Field & Co, Chicago.  
Mr Sturgeon, with J W Ramsey & Co, Baltimore.  
C Reed, of C Reed & Co, Baltimore.  
Bernard G Twitchell, with Callender, McAuslan & Troup Co, Providence, R I.  
Henry Grossman, Stenbenville, O.  
Louis Fritz and J W Watte, with Butler Bros, New York.  
J Charles Eichhorn, of the Victor Jar Co, Detroit.  
C R C Brown, of Brown & Reddrop, Cleveland.  
Samuel W Shumaker, with Bowman & Co, Harrisburg, Pa.  
W F Newberry, with Woolworth's, New York.  
Mr Loge, with Miller & Rhoads, Richmond, Va.

Frank Hillman and W C Bell, with Kinney & Levan, Cleveland.  
Col Harry Thomas, of Green & Thomas, Baltimore.  
Al Sharp, with Cataract Cut Glass Co, Buffalo.  
Albert Raye, with Susquehanna Cut Glass Co, Columbia, Pa.  
Joseph Landenwitch and Joseph Phillips, of Phillips Cut Glass Co, Cincinnati, O.  
Rudolph Hannau, Washington, Pa.  
C A Smith, with Montgomery, Ward & Co, Chicago.  
Friend F Debolt, East Liverpool.  
Leon Neubrick, with Crowley, Milner Co, Detroit.  
James Leary, with Houghton & Dutton, Boston.  
Peter Rinkin, with The Boston Store, Chicago.  
J W Waldorf, with Hochschild, Kohn & Co, Baltimore.  
George A Rogalin, Natrona, Pa.  
Daniel Straussberger, with Atlantic Glass Co, Pittsburgh.  
C R C Brown, with Sunshine Cut Glass Co, Cleveland.  
J W Boyd, with Rosenbaum Bros, Uniontown, Pa.  
Messrs Hause and Cole, of Lotus Cut Glass Co, Barnesville, O.  
L M Thompson, of Beaver Specialty Co, Beaver, Pa.  
Mr Klien, with Lazarus & Rosenfeld, New York.  
Harry Loosley, with Corona Cut Glass Co, Toledo, O.  
Mr Kettner, of Star Glass and Supply Co, Fostoria, O.  
Mr Edwards, of the Deidrick Glass Co, Monaca, Pa.  
S F Elkins, with American Glass Specialty, Monaca, Pa.  
Messrs Pease and Murray, with Frontier Cut Glass Co, Buffalo.  
Avery Davis, with George W Davis, Rochester, N Y.  
Samuel Landsburg, with William Landsburg, New York.  
L F Gilman, with Herzfeld-Phillipson Co, Milwaukee.  
W S Ford, of W S Ford & Co, St Louis, Mo.  
Mr Buchanan, with National Mfg and Importing Co, Kansas City, Mo.  
W C Bell, with Kinney & Levan, Cleveland.  
J E May, Jeannette, Pa.  
L M Cavendish, of L M Cavendish & Co, Maysville, Ky.  
Jacob Rosenheim, with Charles Rosenheim, Louisville, Ky.  
John Roth, of J H Roth & Co, Peoria, Ill.  
J P Strittmatter, with Quaker City Cut Glass Co, Philadelphia.  
O H Warnick, St Johns, N B.  
John J Jacklin, Des Moines, Iowa.  
Mr Maskowitz, with A A Brager, Baltimore.  
A Jassman, with Meir & Frank Co, Portland, Ore.  
George V Millar, of G V Millar Co, Scranton, Pa.  
A Hellenenthal, with the Bon Marche, Seattle.  
H M Newkirk, with C L Pippett & Co, Wooster, O.  
C W Weichel, with Edwin Wren Co, Springfield, O.  
Mr Phillips, with Stix, Baer & Fuller, St Louis, Mo.  
T E McCullough, Apollo, Pa.  
W K Merrick, United States Steel Ware Co, Pittsburgh.  
Robert Goodwin, of the Memphis (Tenn) Queensware Co.  
Mr Alexander, with Sears, Roebuck & Co, Chicago.  
Mr Lawrence, of Killain Bros, Cedar Rapids, Ia.  
J H Hahn, with Richard Briggs Co, Boston.  
James McIntosh, with Ovington Bros, New York.  
Mr Marks, of Lyons & Marks, Toronto, Canada.  
H P McGregor, of H P McGregor Co, Wheeling, W Va.  
H G Hitchcock, with S S Kresge Co, Detroit.  
John Hackenberg, Milton, Pa.  
S E Duncan and B W Dawes, with Peaslee-Gaulbert Co, Louisville, Ky.  
O H Warwick, of Warwick Co, St Johns, N B.  
Moses Meyer and Harry Eggenbrodt, with The Dayton Syndicate Co, Dayton, O.



I W Waldorf, with Hochschild, Kohn & Co, Baltimore.  
Paul Beck, of Baltimore Bargain House, Baltimore.  
H J Hertzberg, with S Kann Sons & Co, Washington,  
D C.

E Swasey, of E Swasey & Co, Portland, Me.  
F Reitz, with C E Wheelock, Peoria, Ill.  
Augustus Bubb, with B Nugent Co, St Louis.  
Harvey Osborne, of the Osborne Co, Detroit.  
Mr Lunney, with Walbridge Co, Buffalo.  
Theo Jones, of Jones, McDuffee & Stratton Co, Boston,  
F H Krenning, of Krenning-Westerman China Co, St  
Louis.

A remarkable display of imitation art glass—decorated vases, nappies, platters, stemware and flowers—made entirely of sugar, the work of Chief Pastry Chef Spronk, of the Ft. Pitt Hotel, was made on a long table placed at the left of the lobby leading back to the dining rooms on the first floor. The tints and contours of the roses and sweet peas were as near to nature as it is possible for the human hand to execute.

Charles Falkenheim, vice-president of the Basket Novelty Co., New York, is showing his line for the first time at an exposition here. The display consists of art basket ware and reed nursery furniture, and is the only one of its kind.

The Federal Glass Co. is represented by about a score of staple items, among which are several cut lines.

Mrs. M. Kayser, of Milwaukee, is making an exhibit of her decorated glass and china line prior to opening at the Imperial Hotel, New York, February 1. Exclusive hand-painted designs are featured, the decorations on a dinner service being carried out on the glassware. It is the only line of its kind here.

Emil Herbeck is showing many new items in the patented "Rose" pattern of the McKanna Cut Glass Co. The design is the only one of the character in the entire exposition and is attracting much attention.

Three new satin etched patterns are "displayed by the Beaver Valley Glass Co., in charge of Alexander Fraser. They are called the "Sheraton," "Empire" and "Renaissance." Each can be had on a full line of blown and stemware and numerous special pieces.

Present prices of pottery do not appear to cut any figure with buyers visiting the exposition. Time of delivery is the principal thing with most of them.

Harry M. Bortz has the full line of the Camden City Cut Glass Co. on display. The new floral patterns are very attractive.

The first exhibit of the character ever arranged at a glass and pottery exposition is that of the Scientific Products Co., of Steubenville, O., which, through James B. McHugh, is showing a complete line of electric blankets. Mr. McHugh, who has assumed the man-

agement of the sales department of this new company, is well known to department store buyers. The electric blanket is to be had in silk covers if desired, and a special feature also is a rubber bag or blanket for hospital purposes. The arrangement of the display is very attractive.

A large sign containing the word "Wazes" calls attention to the exhibit of the Penn Cut Glass Co., which consists of the largest line of cut glass vases ever shown here.

The first display of artificial flowers, decorative materials, baskets, and the like, made at an exposition here is that of the A. L. Randall Co., in charge of Carl Ness. Features of the exhibit are the patented electric aquaria and fountains, designed for homes, stores, hotels, restaurants and theatres.

The largest cut glass punch bowl ever seen here is displayed by the Quaker City Cut Glass Co., in charge of A. F. Lemcke. The bowl is 20 inches in diameter, and, including the foot, is about twenty-four inches in height. It is in a combination floral and mitre design. Seven new designs are shown on vases, sugars and creams, comports, nappies, bowls, etc.

Otto Jaeger is showing from the Bonita Art Co. a new decoration on tumblers, water sets and other items in crystal glass called "cameo-etched." It is the only treatment of the kind at the exposition, and is attracting considerable attention.

Dave Saunders, for many years a buyer, is now one of "the boys" and is showing the Martin Mercantile Co.'s line of plateaux, mirrors, serving trays and other specialties. A special proposition is a line of twelve-inch cut glass vases.

Jack Patterson is showing the complete line of dinnerware and specialties of the D. E. McNicol Pottery Co. of West Virginia. A number of new decorations are presented on both these and the salad lines.

It is refreshing to turn for a moment from the contemplation of glittering glassware and view the exhibit of the American Import Co. Three rooms are crowded with art objects from the Orient, the collection being valued at \$20,000. One old bronze incense burner is a genuine piece of the Ming dynasty, dating back to 1406. A carved bronze bell dates back to 1662. Upon a window ledge a group of celestial gods sit with the gravity of centuries. One of them, carved in wood of rich brown hue, was made in 1560. A little screen of ebony sits upon a table, the screen set with half a score or more of carved jades. Upon another table lies a jade paper knife said to be almost 200 years old. An old bowl of golden yellow shows beneath its glaze the delicate and involved tracery of Chinese dragons.

Here and there hang tapestries, mandarin coats, and the like, some of them one, two and even three centuries old, their colors as fresh and bright as if they were new. A single rug, woven of brilliant crimson and gold thread, strikes an odd note. It was made in Burmah, India. There is a room of modern Japanese vases, some in hand-painted Satsuma, some in bronze, and others encrusted or inlaid with delicately-wrought gold and silver.

D. Stone, general sales manager for the International Picture Frame Co., Chicago, is occupying two rooms with an excellent line of lamps, portables and silk shades.

The Fostoria Glass Novelty Co.'s line of specialties, consisting of vases, bowls, nappies, and souvenir goods, in both crystal and opal, is attracting considerable attention.

"Phil Martin, aged forty January 12; residence, Lancaster, O.; temporary home, room 706 Ft. Pitt Hotel." This was on a card passed around the Ft. Pitt Hotel the morning of January 12, and resulted in a birthday party being held in Phil's room. And it was "some party." Such items as one would purchase in a "five and ten" predominated in the gift line. A large basket of "vegetable" flowers, tied with beautiful red ribbon, adorned the centre of the table. Each gift, according to its attached card, was from an admiring friend.

On January 13 there was a shower of post-cards in the hotel box for Louis Fritz, with Butler Bros. Someone said that Mr. Fritz was forty-five on that day, but he did not confirm the report.

## IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

[N addition to those noted under the head of "Personal," the following buyers were reported this week:

- L C Scott, t, Campbell's Pittsburgh. Herald sq.
- H Reinberg, t, R W K Co, Chicago. 33 Union sq.
- C A Smith, c, and S E Deubert, hf, Montgomery, Ward & Co, Chicago, 43 West 23d
- D E Swanson, t, Lindeke, Warner & Sons, St Paul, Minn. 350 B'way.
- A Dagleish, hf, Symons D G Co, Butte, Mon. 821 B'way.
- H T Grund, t, Marshall Field & Co, Chicago. 104 Worth.
- Miss E Brennan, c, g, Rothschild & Co, Chicago. 215 Fourth ave.
- Mr Thorne, t, Carson, Pirie, Scott & Co, Chicago. 115 Worth.
- A A Porter, hf, Marks, Isaacs Co, New Orleans. 1150 B'way.
- B J Twitchell, hf, Callender, McAuslan & Troup Co, Providence. 230, Fifth ave.

- M J Anderson, hf, Pettis D G Co, Indianapolis. 230 Fifth ave.
- G Louis, t, Woodward & Lothrop, Washington. 334 Fourth ave.
- W J Huber, t, F & R Lazarus Co, Columbus, O. 220 Fifth ave.
- H J Machle, t, John H Higbee Co, Cincinnati. 377 B'way.
- L E Gumplo, hf, Rike-Kumler Co, Dayton, O. 220 Fifth ave.
- W C Jones. c, g, W C Jones & Co, Sherman, Tex. 38 West 32d.
- W Cobb, c, g, Treat & Echal, San Francisco. Longacre.
- Messes McLean and Luften, t, Marshall Field & Co, Chicago. 104 Worth.
- E McDonald, t, J V Farwell Co, Chicago. 72 Leonard.
- E R Bell, t, J R Milner Co, Lynchburg, Va. Longacre.
- W B Shockley, c, g, J B Ivey Co, Charlotte, N C. Clendenning.
- H H Rice, hf, Rice & Kelly, Pittsfield, Mass. Navarre.
- G H Tau, c, g, W G Brown & Co, Gloucester, Mass. Murray Hill.

## "FIVE, TEN AND FIFTEEN" HEREAFTER.

STORES of the S. S. Kresge Co., which now bear the legend "Five and Ten Cents" above their doorways, will be known after March 1 as five, ten and fifteen cent stores. In effect the change will be a reflection of increased costs of production, which necessitate a higher selling price than the present for certain goods.

So far the upward tendency of commodity prices has not shown in prices charged by the stores of the five and ten cent variety, but the various companies have met altered conditions by changes in their "unit" sales. That is, quantity has been reduced in numerous instances where several articles were marketed in a group. By means of this method the companies were able in 1916 to report substantially increased sales and increased profits over the preceding year, and a new high record in sales was established.

The Woolworth chain opened 112 new stores last year, bringing the total in operation up to 920. The Kresge Co. has 162 stores, and the McCrory system 139, the latter being a gain of twenty-four stores in the year. Further expansion is planned for the current year, although in the case of the Kresge Co. it is understood greater efforts will be devoted to the extension of existing stores than to the entering of new fields.

The costs of these chain organizations last year were increased by the dearth of imports from Germany and other European countries. Experts in the business are looking forward to the end of the war with interest, as it is supposed that the warring nations will then begin to re-enter the export trade with low-priced manufactured goods on a scale greater than before the conflict started. Unless tariff changes alter the situation, the five and ten cent store men predict they will be able to buy their wares abroad at lower rates than in many years.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

There is a tendency among the pottery manufacturers of this district to clean up all back orders before any effort is undertaken to start on new ones. Quite a lot of old business remains on the files, and the manufacturers are insisting that this be wiped out as soon as possible. Many buyers who have been in the district have gone over the unfilled orders on file, and while in some instances certain items have been marked off, the initial specifications generally remain intact. Merchandise is wanted badly, and the manufacturers are doing all in their power to make shipments.

The shortage of gas, due to cold weather, is of course causing a decrease in production. An order was issued January 11 that no more kilns be lighted until the end of the cold snap. Between the nights of January 13 and 15 seventeen were fired off, and only thirty-eight were burning in East Liverpool Monday morning. All of these were fired off by Tuesday, and every kiln in the district was then idle. After being drawn they were filled with new ware, but can only be lighted upon orders from the gas company.

Pottery manufacturers in this territory faced an increased manufacturing charge this month when the price of gas was advanced two cents per thousand cubic feet. In one plant alone this increase will cause an additional outlay of from \$12,000 to \$15,000 annually.

The Smith-Phillips China Co. is showing the first semi-porcelain standard for portable lamps made in this district. This standard is being finished in a solid burnished gold treatment and also with floral decal decorations. Assembling factories are much interested in this new item.

At the annual election of officers of the Potters' National Bank of this city the following were chosen: George W. Thomas; W. E. Wells, of the Homer Laughlin China Co.; E. M. Knowles, of the E. M. Knowles China Co.; H. N. Harker, of the Harker Pot-

tery Co.; Frank Crook; Homer J. Taylor, of the Knowles, Taylor & Knowles Co.; C. V. Beatty; Robert T. Hall, of the Hall China Co., and R. W. Patterson.

Edward Partridge, formerly of the office force of the Steubenville Pottery Co., is now engaged in the selling end.

The new plant of the Clay Casting Co., New Cumberland, W. Va., has a heavy volume of business on file, and plans to start as soon as raw materials are delivered.

A. William Teplitz has been transferred to the selling department of the Carrollton Pottery Co. He was formerly in the office.

E. W. Hammond, of New York, representing the Knowles, Taylor & Knowles Co., in that market, has been spending a season at the pottery here.

The manufacturing of ware will start at the new plant of the Southern Potteries Co., Erwin, Tenn., about January 25, according to General Manager Edward J. Owen. "We have the greater portion of our output sold, and will not have any trouble in disposing of twice the amount of our seven-kiln plant," said Mr. Owen. The concern has adopted the trademark of "Cinchfield China" for its product.

Buyers who have been visiting the pottery district this season have in the great majority of instances made their headquarters at the Elks Club.

E. H. Reel, who represent the Taylor, Smith & Taylor Co. in Ohio territory, traveling out of Columbus, has returned home after visiting the plant.

James C. Deens, sales manager for the D. E. McNicol Pottery Co., has been receiving the congratulations of his many friends because of his recent mar-

riage. Mr. and Mrs. Deens will continue to reside at Beaver, Pa.

\* \*

While no concern in this district hesitates to accept orders, no promises are made as to time of shipment.

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## BOSTON BUSINESS NOTES.

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THE number of buyers in town this week was even larger than the week before—which is saying a good deal. Aside from scores from nearby cities and towns, there were: Ernest Wilson, for C. A. Hoyt Co., Manchester, N. H.; Sol. Goldberg, of B. Goldberg & Son, Lawrence; A. H. Racicot Bros., Webster; J. E. Bostock, Taunton; N. E. Ford, for C. F. Wing Co., New Bedford; R. H. Smith, for Hart & Howland, Fall River; A. B. Smith, of the L. J. Sherwood Co., Caribou, Me.; Arthur Bourne, for George C. Peck Co., Pawtucket, R. I.; Arthur St. Louis, for James Edgar Co., Brockton; Henry Martin, for the Barton Co., Manchester, N. H.

Business is booming right along. Deliveries are in bad shape, however, and there is no sign of a let-up. "We can get all—and more than all—the orders we want," said one of the leading manufacturers' agents. "The only trouble is to get the goods through. Some are coming—slowly, but surely."

"Tom" McCormick has secured the line of the New Martinsville (W. Va.) Glass Co. "Tom" was for two years with John E. Sawyer, up to the time of the latter's death, about a year ago. He has had several offers since, but has not seen fit to accept any of them.

Frank A. Smith, buyer for the Gilchrist Co.; George A. Granville, Heisey's representative; and M. J. Ryan, buyer for the W. & A. Bacon Co., have returned from the Pittsburgh glass exposition.

John Q. Adams, china buyer for the Lougee, Robinson Co., Laconia, N. H., has resigned.

A factory for the manufacture of dolls' shoes, claimed to be the first of its kind in this country, was opened in Natick this week. J. St. Germain, an Iroquois Indian scout, is in charge, and he expects to turn out 100 gross pairs daily. Nearly 100 girls are employed.

A cheque for \$1,000 was the birthday anniversary gift of the C. F. Hovey Co. to its employees' mutual benefit association on the occasion of the first annual banquet served to nearly 500 employees, friends and officers of the company in one of the large rooms on the fourth floor of the store. George B. Darling, president of the organization, introduced as speakers Samuel P.

Mandell, E. C. Johnson, Samuel Johnson, Warren Jackson and Theodore Bartlett, members of the company. Samuel Johnson, in presenting the cheque, congratulated the association on the good work it had done in promoting a spirit of friendliness throughout the store, and was loudly applauded. Members furnished a cabaret show, after which dancing was enjoyed until a late hour. The affair was in charge of R. T. Fisher, F. C. Hincks and Roy Hall.

Jacob Mitchell, treasurer of the Mitchell, Woodbury Co., is reported slightly improved, having been able to sit up part of the time.

Warnings have been sent to the trade against Armenians, Syrians and other foreigners who are going about making appeals for contributions to aid their suffering countrymen at home. The contributions are said to be going into the canvassers' pockets; not farther.

Notices have been posted that for a time at least no further lists of "sailings" for British transatlantic lines will be given out, owing to the German submarine activity.

The will of Ralph H. White, president of the R. H. White Co., just filed for probate, leaves the bulk of his property to the widow and children. There is one public bequest—\$1,000 to the Gifford Sheltering House, Brighton. Bequests to store employees are as follows: \$2,000 to Josephine English, \$500 each to Mrs. Ralph Pollard and Mrs. Mary Van Der Pyl, \$500 each to Samuel L. Carr, Charles S. Lewis, Edward J. Sawyer, Thomas B. Coveney, Harry E. Carter and Frank B. Maginnis, \$300 to George A. Hanson.

There is much interest in the movement started by the Chamber of Commerce for more prompt and thorough removal of snow the principal teaming streets downtown.

Fred A. Kerry, of W. & A. Bacon Co., is one of the new members admitted by the Chamber of Commerce this week.

The steamer Maplemore has arrived with 5545 tons of china clay from Fowey, Eng.

Considerable interest is being shown in an old jug and fragments of pottery of unusual design which have been unearthed on the site of the Old Corner Bookstore. The building is about 110 years old, and workmen were digging a cellar when they came upon the jug. On one piece of pottery was the trade mark: "F. Morley & Co., real stone china," and a crown. Experts at the Jones McDuffee & Stratton Co., to whom the articles were taken, said that they undoubtedly were much more than 100 years old. The fact that the jug and a pump were found much deeper than the fragments leads to the



theory that they may be relics of earliest Boston, and that Franklin and other famous men may have known this well, which has been lost for many years.

Among the delegations at the Sunday Tabernacle service on Wednesday evening were: Shepard, Norwell Co., 500, in charge of Mrs. E. W. Sprague; Gilchrist Co., 1,000, in charge of C. E. Brainard; C. F. Hovey Co., 500, in charge of L. Birdsall.

Theodore Jones and his three sisters will receive the bulk of the estate left by Jerome Jones, president of the Jones, McDuffee & Stratton Co, amounting to \$468,000. The will has just been probated.

Word has been received here that Landers, Frary & Clark, of New Britain, Conn., have voted to increase their capital stock from \$4,000,000 to \$5,000,000. The contract has just been awarded for a four-story factory, 30x178 feet, to be built of brick.

Notices have been received here from France this week that, owing to shortage of coal and other fuel at potteries, and to the uncertainty of shipping across the Atlantic at present, all orders taken hereafter will be booked to be delivered as soon as possible, but without any time specified. This puts the French concerns practically on a par with American potteries. One concern told of an order sent to East Liverpool last March on which there has been no return as yet. Delivery should have been last August.

Frederick N. Flint, formerly with A. H. Hews & Co., North Cambridge, has connected himself with Prescott & Co., Boston. R. L. Hudson, also formerly with Hews's, has joined the staff of the Dorchester Pottery.

J. HOARE & CO. REORGANIZE.

REORGANIZATION of the old firm of J. Hoare & Co., Corning, N. Y., has been effected, and among the changes resulting is the retirement of H. W. Baldwin and the reinstatement of the old interests in the firm. The personnel of the reorganized company is as follows: Jas. Hoare, president; Thos. F. Rogers, vice-president; H. H. Roberts, treasurer; John S. Hoare, secretary; C. L. Horning, salesman. The latter is well known to the trade through his long association with C. Dorflinger & Sons. It is the intention to make the concern's line one of the best of its kind on the market, the new management having already installed methods with this idea in view.

BETTER to have dared and failed than never to have dared at all.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 16, 1917.

BORDEAUX		
271 packages chinaware.....	Theo Haviland & Co	
2 " ".....	G F Bassett & Co	
1 " ".....	G A Dean	
12 " ".....	L Bernardaud & Co	
43 " ".....	Herman C Kupper	
7 " ".....	Justin Tharaud	
27 " ".....	A G Moment	
27 " ".....	King & Vogt	
17 " ".....	J J Hines	
2 " ".....	A Murphy & Co	
82 " ".....	Haviland & Abbot Co	
5 " ".....	Gimbel Bros	
40 " ".....	Wm Guerin & Co	
4 " ".....	Davis Collamore & Co	

HONG KONG		
4 packages chinaware.....	H S Coffin	
84 " ".....	Tajimi Co	
26 " ".....	Geo Borgfeldt & Co	
119 " ".....	Mogi, Momonoi & Co	
79 " ".....	Morimura Bros	
111 " ".....	A L Tuska & Son	
80 " ".....	L Wolf & Co	
9 " ".....	Miscellaneous Orders	
6 " toys.....	Geo Borgfeldt & Co	
11 " ".....	Lesk & Bros	
8 " ".....	Tajimi Co	
4 " ".....	C B Rouss	
13 " ".....	G Frankel & Co	
23 " ".....	M D Levy & Co	
129 " ".....	Takito, Ogawa & Co	
2 " ".....	Abraham & Straus	
57 " ".....	B Ilfelder & Co	
248 " ".....	Miscellaneous Orders	
21 " earthenware.....	Tajimi Co	
19 " glassware.....	American Trading Co	

LIVERPOOL		
24 packages chinaware.....	J Davison	
20 " ".....	H C Edmiston	
5 " ".....	Alpers & Mott	
28 " ".....	Meakin & Ridgway	
65 " glassware.....	T W Morris & Co	
180 " ".....	American Express Co	
6 " earthenware.....	G Collamore & Co	
4 " ".....	Maddock & Miller	
7 " ".....	Rowland & Marsellus Co	
13 " ".....	Davis, Collamore & Co	
21 " ".....	W S Pitcairn	
52 " ".....	G F Bassett & Co	

ROTTERDAM		
1 package chinaware.....	E E Morks	

GOTHENBERG		
72 packages glassware.....	J H Venon	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
1 package earthenware.....	Jones, McDuffee & Stratton Co	
3 " ".....	Stone & Downer Co	

GENOA		
60 packages earthenware..	R F Downing & Co	

FAR EAST		
77 packages earthenware.....	Jones, McDuffee & Stratton Co	

FOUNDED IN 1874.

# Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

## SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 18, 1917

## "CAVEAT EMPTOR!"

THE dealer should beware of a too intimate friendship with a salesman, lest it unduly influence his judgment in buying goods. A real friend, of the tried and true kind—and fortunately there are many good, conscientious men in the selling game—will not take advantage of a customer in selling him merchandise, but will endeavor to protect him by recommending only what he is pretty confident can be turned over. But there are also many unscrupulous ones who only have their own interests at heart and feign friendship to serve their own ends.

A large number of retailers, particularly those who have small businesses, place too much trust in the salesman, and unhesitatingly take his advice. Many of the small houses that go to the wall are found to be overstocked with goods that have long since passed their period of usefulness.

The proper amount of stock to be carried should not be more than twenty-five per cent of the yearly sales. The winning personality of the salesman, however, often influences the small merchant to boost his stocks to a dangerous point.

The characteristics of this type of salesman are at once recognized by the experienced buyer. He comes into your place and tries to put himself upon a friendly footing before he has known you five minutes. He inquires after your health, and will probably go so far as to ask about your family and sympathize with you if

you happen to mention that your wife or daughter has a bad cold. He is sure to throw in a little flattery about your attractive store, your wonderful business ability, etc., and before he leaves will invite you out to have a drink, and possibly lunch. He will boast about the phenomenally large orders he has taken at every stop, and tell you how much your competitor has bought. He is the kind that knows your business better than yourself. Look out for him!

## PERSONAL.

TO leave a hospital after being interned for two weeks, knowing that in another month or six weeks he would have to go back to be operated on, and in the interim buy glass, requires pluck, and E. F. Stearnes, of the Glassware and China Decorators, Ltd., Montreal, certainly has it. He was in New York this week on his way home after visiting friends in Cincinnati and buying glass in Pittsburgh, and will go to the hospital within a few days to undergo an operation for appendicitis. May good luck attend him!



Chas. L. Wilcken, with Chas. P. Dela Croix, was among the sufferers from grip during the past week. He came back to business on Wednesday, but was feeling pretty weak.



Carl F. Prosch, of the Honesdale Decorating Works, visited New York on Monday to confer with W. F. Dorflinger, of C. Dorflinger & Sons.



Arthur J. Bennett, president of the Cambridge Glass Co., is in New York for the rest of the week, after being at Pittsburgh for two days.



James H. Ackley, proprietor of the Ackley China Co., one of Poughkeepsie's most successful stores, has just purchased a handsome new home in that city. The structure is of a quaint English style of architecture, and it is considered one of the show places of the residential section.



The sympathy of the trade will go out to Alex. G. Menzies in the loss of his wife, who died on Sunday night. She had been ill since last July.



Wm. Mulvancy, of Cassidy & Co., Montreal, is spending a little time in New York this week.



L. W. Young, who for the past four years has been the representative of the Jefferson Glass Co.'s illum-



inating glassware department in New York, has resigned. No successor has yet been chosen by the company.



W. A. Edmunds, traveling representative for W. C. Woodward's line of lamps, fixtures and lighting glassware, left on Monday for a month's trip through Pennsylvania.



Chas. P. Schuller, of the Chas. P. Schuller Cut Glass and Lamp Co., returned to New York on Sunday after exhibiting his cut glass lines at the Fort Pitt in Pittsburgh, where he booked a nice lot of business.



Henry Saul, of the Saul Mfg. Co., hit the trail last Friday for a preliminary trip through the West. He expects to be back in town by the middle of February.



John H. Hahn, of the Richard Briggs Co., Boston, was in New York Monday on his way to visit the glass exhibition at Pittsburgh.



"Eddie" Hammond, of the E. W. Hammond Co., returned on Friday from a trip to the show at Pittsburgh and a further run to Chicago on special business.



J. B. Ivey, of the J. B. Ivey & Co. department store, Charlotte, N. C., was placing orders in the New York market the latter part of last week.



C. W. Parsons, buyer for The Georgian Co., jewelers, Springfield, Mass., spent last Friday in New York placing orders for cut glass.



Ed. Craig, manager of the New York office of the United States Glass Co., left on Monday night to spend the balance of this week at headquarters in Pittsburgh.



A. L. Brunn, lamp salesman, has been engaged by the Jefferson Glass Co. to cover Ohio, Indiana and Michigan.



C. M. Brooks, formerly of Pitkin & Brooks, and later with the Mitchell, Woodbury Co., operating their New York branch when they were at 26-28 West Broadway, has become associated with Lazarus & Rosenfeld and will manage the Chicago office of that firm.



Victor M. Benedikt, as a member of the Republican Committee of Kings County, is one of the comparatively few honored ones who, together with Mrs. Benedikt, have received an invitation from Governor and Mrs. Whitman to meet the members of the Legislature at a

reception given at the Executive Mansion on January 28th.



J. H. Venon and Chas. R. Cardon, who have been in Sweden for some weeks, are returning home on the Frederick VIII, which left on the 18th.



J. S. McBride, of Robertson's, Ltd., Kingston, Ont., was in New York this week on his way home from Pittsburgh.



Fritz Bremmerman, of the St. Louis Glass and Queensware Co., was a welcome visitor in town during the past week. Mr. Bremmerman always looks forward to his trips to New York, as they afford him an opportunity of seeing his daughter, who is the wife of George Storm, of the well-known firm of cigar manufacturers, Storm & Stratton.



L. B. Lilienthal, of the Lilienthal Crockery Co., Atlanta, Ga., accompanied by Mrs. Lilienthal, is among the buyers in the city. They are registered at the Hotel Netherlands.



S. O. Paull, secretary of the Eagle Glass and Mfg. Co., accompanied by J. L. Fusner, salesmanager for the concern's metal goods line, arrived in town on Monday.

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#### WESTERN ASSOCIATION OFFICERS.

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AT the annual meeting of the Western Glass and Pottery Association held in the Fort Pitt Hotel, Pittsburgh, last Friday night, Robert G. West was re-elected president and the other old officers were also chosen for another term.

Secretary T. W. Morris said that the interest manifested in the Association was steadily increasing, as proved by the fact that over 100 new members were secured during the year.

The amendment providing for territorial vice-presidents received almost unanimous approval, only four votes being cast against it. Deeming it advisable to locate a vice-president in San Francisco, the name of Mr. Levens was proposed, and he was unanimously elected. The other territorial vice-presidents are as follows: Boston, Frank Gardner; New York, Harry B. Whitney; Philadelphia, George R. Rinehart; Cleveland, Guy C. Robinson; Chicago, Walter B. Andrews; St. Louis, Thomas H. Lohr; Zanesville, Ben L. Feltner; Buffalo, C. S. Pease.

The full official family of the Association, exclusive of the territorial vice-presidents, is now as follows: President, Robert G. West; first vice-president, W. W. Lang; second vice-president, C. Nick Muessig; third

vice-president, Joseph C. Rent; fourth vice-president, Francis I. Simmers; treasurer, J. G. Kaufmann; secretary, Thos. W. Morris; directors, M. G. Bryce, H. L. Dixon, William C. Lynch, J. H. Harris, William J. Owens, Frank A. H. Lang, Ira M. Clarke and Harry L. Ross.

#### EARNING THEIR PAY.

WITH the factories oversold for weeks and months to come, it is amusing to note the eagerness of the salesmen at Pittsburgh in soliciting business. Arrivals at the hotels are closely watched, and word is passed from one to another when a prominent buyer registers. He is waylaid, importuned to "drop in and see the line," and urged to buy just as hard as if there were not an order on the books. It is quite natural, however. Most of the salesmen have been idle for months, and are anxious to do something to earn their pay.

#### KINNEY & LEVAN'S SALES CONVENTION.

THIS year's sales convention of the Kinney & Levan Co., Cleveland, lasted three days, and was one of the most successful in their history. Sixty-seven members of the sales force took part in the conference, almost every State in the Union being represented.

The convention closed on Thursday evening, Jan. 4, with a banquet at the Hotel Statler. A. L. Osborne, vice-president and sales manager, was toastmaster.

President Kinney spoke on "Co-operation," summing up the values of "get-together" conferences such as those which had been held during the convention.

Toastmaster Osborne paid tribute to three members of the sales force who had died during the past year, one of whom had been more than forty years in the employ of the company.

G. C. Robinson told "How Dinnerware is Made."

C. P. Eichler's topic was "Lowering Prices at the Expense of Quality, and its Disastrous Results."

"The Process of Glass-making" was described by C. H. Lang.

W. W. Lang spoke on "Conditions of the Day, and How to Meet Them."

"Dinnerware—the Backbone of Our Business" was the theme of M. E. Baker.

W. E. Connors' thesis was "Educating the Salespeople of Your Customer."

"The Salesman's Best Method of Approach" was explained by M. H. Blakeley.

"Service, as Expressed by the Constant Touch," was enlarged upon by A. P. Heartwell.

E. J. Wolfe told of the relations between "The Credit Man and the Customer."

As a result of the convention the company feels that

its traveling men will this year have a fresher inspiration, a clearer sense of values, and a more compelling enthusiasm than ever.

#### AT CHICAGO.

ORDERS for crockery, glass and lighting goods received by local firms this week were satisfactory, if not quite as heavy as those placed during the same period last year. There seems to be a tendency on the part of buyers to curtail their orders owing to the fear that an early declaration of peace will send prices tumbling; and naturally nobody wants to be caught with a heavy stock of goods on a declining market, especially when these goods have been purchased at the rather stiff prices which now prevail. A number of buyers from the Far West are expected to arrive in the city this week, on their way to attend the Eastern markets.

\* \*

Frank Miller, of G. Sommers & Co., St. Paul, Minn., is expected to arrive here the latter part of the week.

\* \*

Howard Fry, of the H. C. Fry Glass Co., Rochester, N. Y., is also among the arrivals scheduled for this week.

\* \*

F. B. Tinker, who has been visiting the Pittsburgh exposition and the factories in that district, will return in a couple of days. The Krantz & Sell and the Westmoreland Specialty Co.'s lines, which he has added, are now on display at his headquarters, and on his return he may have a couple more to announce.

\* \*

Walter B. Andrews, factory representative of the Duncan & Miller Glass Co. and the Co-operative Flint Glass Co., who has been visiting the trade in Minneapolis, St. Paul and Milwaukee, will be back early next week.

\* \*

Clyde Reasner, of Kelly & Reasner, expects next week to supplant Harry Kelly, who has been at the Pittsburgh exposition since the first of the month.

\* \*

Takito, Ogawa & Co. have renewed the lease on the space occupied at 325 West Madison street.

\* \*

Walter Minnemeyer, representative of the Tarentum Glass Co. and the Diamond Glass Co., will return from the East about the middle of the week.

\* \*

Plans are being made for the approaching semi-annual convention of the National Association of Manufacturers' and Importers, to be held at the Palmer House. A large number of firms selling goods to the



five, ten and twenty-five cent trade are expected to show their new lines. \* \*

F. T. Renshaw, manager of the Chicago office of the United States Glass Co., who recently returned from Pittsburgh, is very enthusiastic over the success of the show there, and expects to leave the latter part of the week for another visit. \* \*

Leo Arnstein, buyer for a department store at Milwaukee, was in the city for a couple of days this week. \* \*

John Jacklin, who conducts the china and glass department of one of the department stores of Des Moines, Ia., is expected here before the end of the week. \* \*

W. S. Kelsey, traveler for the Corning (N. Y.) Glass Co., left for his territory last week after spending several days in the city. \* \*

Neil Bingham, traveler for the United States Glass Co., arrived in the city after completing a brief trip through local territory last week. \* \*

Charles Becker, buyer for the Becker-Hazelton Co., Dubuque, Ia., proceeded Eastward last week after looking over the new goods on display here. \* \*

Several premium goods concerns are making displays in the furniture exposition building with a view to catching the trade of the buyers who are here to attend the January market. \* \*

O. C. Helm, of the Ira A. Jones Co., has returned from a trip to Minneapolis, St. Paul and Duluth. \* \*

Plans for the formation of a proposed luncheon club by crockery and glass salesmen have been postponed until February 1 on account of the large number of local factory agents now out of the city. \* \*

The recent cold snap is again affecting shipments of crockery and glass consigned from the factories to Middle Western points. Embargoes have again been clamped down on account of the necessity of moving coal and food products first.

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## OBITUARY.

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AT his home in Chelsea, London, William Frend De Morgan, the English artist, potter, and novelist, died on Monday, in his seventy-eighth year. His start in business was made in 1864 in the stained-glass industry, which he continued for six years. He then took up ceramics, and remained a potter until 1904.

## ANNOUNCEMENT.

WHEN naming our new dinner service we inadvertently used a name which we now understand has been in use several months.

The name selected for our new dinner ware was announced in the trade journals, and later advertised. We were advised that the name was copyrighted by another manufacturer of ware. We presume this is right, but have not been able, as yet, to get any official record attesting to this fact.

We do not desire to infringe in any way by having a name already used by another manufacturer. Neither do we care to exploit a name and have another firm reap the benefit of our expense and advertising.

We have in mind at present one of the following names for our new service:

DOLLY MADISON,	BETSY ROSS,
YORKTOWN,	CONCORD.

If any of these names are now in use for a dinner service by another manufacturer, please speak up, and we will eliminate same from our list of candidates.

THE SMITH-PHILLIPS CHINA CO.

East Liverpool, O. William H. Phillips, Sec'y.

In designing his tiles Mr. De Morgan aimed to restore the colors devised by the ancient Persian potters, and his blue burned-on earthenware has since been considered by competent judges to be among the artistic triumphs of the last century. After he had become known as a popular novelist his pottery rose in value considerably.

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## BUSINESS BRIEFS.

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The department store of E. A. Knowlton & Co., Rochester, Minn., was totally destroyed by fire January 13. \* \*

The schedules of Abraham Gottlieb, dealer in cut glass, 95 Lenox avenue, this city, show liabilities \$15,963 and assets \$1,000. \* \*

Meakin & Ridgway, importers, this city, have incorporated with \$100,000 capital. Incorporators: E. J. Ridgway, W. J. Vreeland and H. W. Wilmot. The style is now "Meakin & Ridgway Co." \* \*

M. Shaffron & Co., five and ten cent store at 790 Columbus avenue, this city, has made an offer to creditors of 15 cents on the dollar, cash, and the matter has

been referred to Stanley W. Dexter, referee in bankruptcy, to call a meeting of creditors for a hearing.

\*

One week, almost to the hour, after holding up and robbing an Adams Express Co. messenger of a \$10,000 payroll belonging to the Flaccus Glass Co., Tarentum, Pa., Daniel King, Karl Schwartz and John A. Hummell were on their way to the penitentiary, having pleaded guilty. The money was practically all recovered.

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## POINTERS FOR BUYERS.

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### INTERESTING DISPLAY OF ORIENTAL GOODS.

The result of a recent trip through the Orient by L. Straus & Sons' representative is a more than ordinarily interesting showing of Chinese and Japanese curios, vases, flowerpots, teapots, and other artistic articles. An especially attractive feature of the display is a line of real antiques that will prove irresistible to those having a bent in this direction. Buyers of the beautiful should not fail to see the entire collection.

### NEW ITEMS IN BASKETWARE.

The Basket Novelty Co. is beginning the new year with the best line of its career, the display including no and of interesting novelties. This concern has achieved a reputation for artistic and varied finishes in the past, and the additions just made are destined to win new laurels for them. Among the best are verde, oak and walnut, in a wide range of new items not heretofore thought of in basketware. A visit to the concern's showroom, 73-75 West Houston street, will be time profitably spent.

### NEW CUT GLASS.

The H. Kashins Co. have just issued an unusually good-looking four-page folder illustrating the latest designs turned out by the Pioneer Cut Glass Co. Send for one, or, better still, call at their salesroom when in New York and see the line.

### READY FOR BUSINESS.

An exceedingly attractive addition to the showrooms in the uptown district is that of the recently-organized McKenna Bros. Sales Corporation. Owing to the taste displayed in fitting it up the place has a distinctive atmosphere which impresses one the instant it is entered. There is a suite of four rooms, opening into each other, and an additional room for displaying lamps. A new style of wall fixtures is employed. These are of walnut finish, relieved here and there by a small mirror. Long display tables to match, with rich coverings, are attractively placed throughout the room. The main room of the suite is utilized for the exclusive display of the Libbey Glass Co.'s line. Leading from this is another good-sized room devoted to the

cut glass made by Kelly & Steinman, and in another is shown the lines of the Findlay Cut Glass Co., Clinton Cut Glass Co., and others, including the McKenna Bros.' own specialties in cut glass and John E. Rohrbeck's line of mirror plateaux. The lamp room contains a very interesting assortment. The remaining room serves as an office.

### CLEVER DINNERWARE PATTERNS.

The National China Co. has turned out a collection of new designs for 1917 so diversified that there is something to suit every taste, no matter how varied. Some of the treatments are exceptionally clever. They are shown on the "Superior" shape, a gracefully-proportioned and practical style that is all its name implies. The line may be seen at the salesroom of the New York agent, H. Benedikt.

### NORTHWOOD PRODUCTS.

The H. Northwood Co. have turned out several new lines for 1917 that will make the buyer sit up and take notice. The "Marble" glass has the same peculiarly fascinating finish as real marble, with dark irregular veins running through, and is made in vases, puff jars, hair receivers, bird fonts, tobacco jars, etc. An iridescent glass in rich new pearl effects comes in flower centers, fruit bowls, bonbons, comports and vases. Then there is the "Etruscan," a very artistic achievement, and the "Mooresque" line, a Moorish decorative treatment in gold on blue and purple glass in all sorts of articles.

### A REJUVENATED SALESROOM.

Visitors at the salesroom of J. J. Hines will scarcely know the place since its rearrangement in preparation for the opening of the buying season. Eugene King is mainly responsible for the improvement, which includes the rebuilding and re-covering of the display tables and arranging them so that the lines show off to much better advantage. Handsome new oak desks and filing cabinets give the place a spick and span appearance throughout. Among the attractions in new goods now on view are additional items in "Mahogany" and "Circassian Walnut" glass—a line which Mr. Hines originated some time ago and which was an instant success. Besides these there are many other specialties in glassware, including cut glass, a fine assortment of marble dust statuary, an array of novelties, and a display of china well worth attention.

### NEW ART POTTERY.

An entirely new line from the Zanesville Stoneware Co. is being shown by Wm. Warrin. The ware is known as "Zasco," and is an artistic conception that will appeal to refined taste and still can be sold at a popular price with a good profit for the dealer. The coloring is French gray faintly mottled with brown, with here and there a splash of dark green. It may be had in flower centers, vases, bowls, ash-receivers, and other items.



## EXPOSITION DIRECTORY.

### FORT PITT HOTEL.

Room	Firm	Representative
104	Reizenstein Glass Co.....	Reizenstein, L
128	D C Jenkins Glass Co.....	Jenkins, H C
129	Bryce Bros Co.....	{ Bryce, G S Duval, W H
137	Co-operative Flint Glass Co....	Reaper, W A
228	Mitchell, Woodbury Co.....	Corey, R W
241	Fostoria Glass Novelty Co.....	Edmonds, W G
242	Mohawk Clay Products Co.....	
339	McKenna Cut Glass Co.....	Herveck, E
340	George H Bowman Co.....	Ellis, Charles
342	Ideal Cut Glass Co.....	
344	Carrollton Pottery Co.....	McPherson, A P
438	Empire Lamp Mfg Co.....	Levinson, J
444	C P Schuller Glass & Lamp Co.	Schuller, C P
438	Empire Lamp Co.....	Levison, J
439	Potters' Co-Operative Co.....	{ McNicol, Lester Owen, William E
440	Republic Specialty Co.....	Dunn, W H
441	Westmoreland Specialty Co..	{ West, George Reineck, R B
538	Royal Metal Mfg. Co.....	
539	Oxford Pottery Co.....	Flannigan, J E
540	Sunshine Cut Glass Co....	Reddrop, C F
541	Haeger Potteries Co.....	Sabin, E S
542	Martin Mercantile Co.....	Carlstein, M
544	D E McNicol Pottery Co....	Patterson, J W
604	Quaker City Cut Glass Co....	Lemcke, A F
621	United Novelty Co.....	Heuman, Mrs
628	National China Co.....	Wilgus, E E
637	Star Glass Co.....	Patterson, W J
639	S A Weller Pottery Co....	Woodworth, G H
640	United Cut Glass Co.....	Neuwirth, Samuel
642	Jones, McDuffee & Stratton Co.	Gordon, J P
643	Fenton Art Glass Co.....	Fenton, R C
671	A E Hull Pottery Co.....	{ Kinnan, V D Springer, G W
673	Steinfeld Bros.....	Jones, Milton
676	Vodrey Pottery Co.....	Copperstone, T A
678	M Herbert Co.....	
680	Wolverine Supply and Mfg. Co.	
684	Hall China Co.....	Simmers, Frank I
685	L D Bloch & Co.....	Bigart, H
692	Jno B Higbee Glass Co.....	Clarke, Ira M
694	Ohio Pottery Co.....	Fraunfelder, C D
794	L E Smith Glass Co.....	Hall, Swaney
696	Camden City Cut Glass Co....	Bortz, H M
697	Bonita Glass Co.....	Jeager, O
700	Central Cut Glass Co.....	Eckland, O W
702	Smith-Philips China Co.....	Clinton, E W
704	Diamond Glass Co.....	Thomas, H W
706	Lancaster Glass Co.....	Martin, L P
708	Indiana Glass Co.....	{ Kelly, H L Merry, F K
710	Mayer China Co.....	Mayer, A E
712	H Northwood Co.....	Northwood, C
714	Taylor, Smith & Taylor Co....	Taylor, C E
716	Paden City Glass Co....	Fisher, David
718	Steubenville Pottery Co.....	{ Wintringer, H D Neal, W R

720	Beaver Valley Glass Co....	Fraser, Alex
722	H C Fry Glass Co.....	Isreal, C H
724	E M Knowles China Co.....	{ Messrs. Mackey and Anderson
726	Brush-McCoy Pottery Co....	Vaughn, F H
728	Cambridge Glass Co.....	{ McCartney, W C Crain, L C
739	Duncan & Miller Glass Co....	{ Rent, J C Graeser, A A
740	Economy Tumbler Co.....	{ Hunter, W E Kenney, S P
742	S Herbert Glass Co.....	Hamblin, E E
743	McKee Glass Co.....	Branum, F G
773	Crooksville Pottery Co.....	Conner, H K
776	West End Pottery Co.....	Curry, J P
778	A H Heisey & Co.....	Cassel, C G
784	Phoenix Glass Co.....	Whitney, H B
785	Demer Bros Cut Glass Co....	Demer, F
788	E P Kupfer Cut Glass Co.....	Chapman, E C
790	Lazarus & Rosenfeld.....	Brownley, Geo W
792	Geo F Bassett & Co.....	Ellisson, W F
796	Cut Glass Products Co.....	Classen, F J
842	American Import Co.....	Levens, C F

### COLONIAL-ANNEX.

A L Tuska Co.....	Thomas, Harry
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### HOTEL ANDERSON.

Roseville Pottery Co.....	Feldner, Ben
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### HOTEL HENRY.

T B Clark & Co, Honesdale, Pa.....	Johonnot, J H
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### CITY SHOWROOMS.

Atlantic Glass Co., 222 First avenue.	
Consolidated Lamp and Glass Co.	
Monongah Glass Co.	
Westmoreland Glass Specialty Co., 702 Second.	
Tarentum Glass Co., Second Nat. Bank Bldg., Ninth and Liberty avenue.	
Colonial Pottery Co.	
Brush-McCoy Pottery Co.	
Nelson McCoy Pottery Co.	
Kinney & Levan, Century Bldg., Sandusky street.	
Pittsburgh Cut Glass Co., Phipps Power Bldg., Duquesne Way.	
Charleroi Decorating Co. }	Anchor Bank Bldg., Smith-
Penna. Glass Mfg. Co. }	field and Diamond streets.
Macbeth-Evans Glass Co., Wabash Bldg., Liberty avenue.	
Mortimer Glass Co. }	Oliver Bldg., Smithfield street.
Fenton Art Glass Co. }	
Warwick China Co. }	209 Sandusky street,
Hall China Co. }	
Maddock Pottery Co. }	
Oriental Glass Co., Eighth and Sarah streets, South Side.	
Pittsburgh Lamp, Brass and Glass Co., Century Bldg., Sandusky street.	
Phoenix Glass Co., Second Nat. Bank Bldg., Ninth and Liberty avenue.	
Silicon Glass Co., Wabash Bldg., Liberty avenue.	
United States Glass Co., Ninth and Bingham streets, South Side.	
John B. Higbee Glass Co., Bridgeville, Pa.	

## "JOE" BRUNNER'S ANNUAL GATHERING.

A YEARLY event established by "Joe" Brunner, resident representative of Himmelstern Bros., San Francisco, for Washington, Oregon and Idaho, was celebrated recently at his residence in Seattle. No jolly round table, no collective band of good fellows, no banquet of any magnitude, ever surpassed in enjoyment this happy gathering, and Mr. Brunner again proved that the qualities which have made him one of the most successful salesman in the country serve him well in his role of host.

The object of this yearly gathering is to bring together more closely the various proprietors, buyers and managers of crockery and housefurnishing departments in the Northern district, and to create among them lasting bonds of goodwill and goodfellowship.

Among those present were A. Jassman, with Meier & Frank, Portland; W. H. Spindler, with Rhodes Bros., Tacoma; E. Hellenthal, with Grand Leader Dry Goods Co., Everett; A. J. Martin, with Seattle Dry Goods Co. and Spokane Dry Goods Co.; Wm. Kenner, with Frederick & Nelson; A. Hellenthal, with Bon Marche; F. Spelger, C. A. Gay and M. J. Lauridsen, of Spelger & Hurlbut; E. Zelavsky, with Washington Cut Glass Co., and Wm. Rhodes, of Rhodes Bros., all of Seattle.

## AROUND THE GLASS FACTORIES.

### Pittsburgh and Vicinity

Very few buyers who have visited the market this season have held back the placing of orders on account of the prevailing prices.

There is no denying the fact that glassware is now selling at top figures; but the manufacturers can only base their rates upon cost of production.

At the quarterly meeting of the American Association of Flint and Lime Glass Manufacturers, held at the Association rooms January 11, the following were present: A. J. Bennett, Cambridge Glass Co.; John Yeager, Central Glass Works; W. F. Dorflinger, C. Dorflinger & Sons; H. B. Duncan, Duncan & Miller Glass Co.; W. E. Hunter, Economy Tumbler Co.; J. F. Gill and J. Beiswanger, Gill Bros.; Walter McClure, Hazel-Atlas Glass Co.; Victor G. Wicke, Imperial Glass Co.; W. P. Martin, Lancaster Glass Co.; Thomas Evans, H. S. Evans and P. Jenkins, Macbeth-Evans Glass Co.; J. M. Lewis and J. F. Kirk, Consolidated Lamp and Glass Co.; K. Rock, Monongah Glass Co.; Mr. Sailor, McKee Glass Co.; D. A. Taylor, H. Northwood Co.; E. P. Ebberts, Phoenix Glass Co.; W. J. Douthitt, Pittsburgh Lamp, Brass and Glass Co.; M.

## "Where Glass Making is an Art and Quality Reigns."

New Creations and New Decorations for 1917.

ALWAYS SOMETHING NEW.

# Central Glass Works,

WHEELING, W. VA.

UP-TO-THE-MINUTE GLASSWARE.

Needle-etched, Cut, Engraved, Gold Encrustations, etc.

Special Designs for Hotels, Clubs, Railroads and Steamships. Deep Plate Etched Crest Work given special attention.

NEW LINES ON DISPLAY FOR 1917 AT OUR BRANCH OFFICES:

A. P. Doctor, 66 West Broadway, New York.

Thos. Downs, Jr., 610 Denckla Building, Philadelphia, Pa.

Geo. D. Dinkel, 157 Federal St., Boston, Mass.

Green & Thomas, 33 S. Charles St., Baltimore, Md.

E. S. Pease & Co., 700 Main St., Buffalo, N. Y.

Bersback, Maloney & Co., American House, Denver.

Himmelstern Bros., 718 Mission St., San Francisco

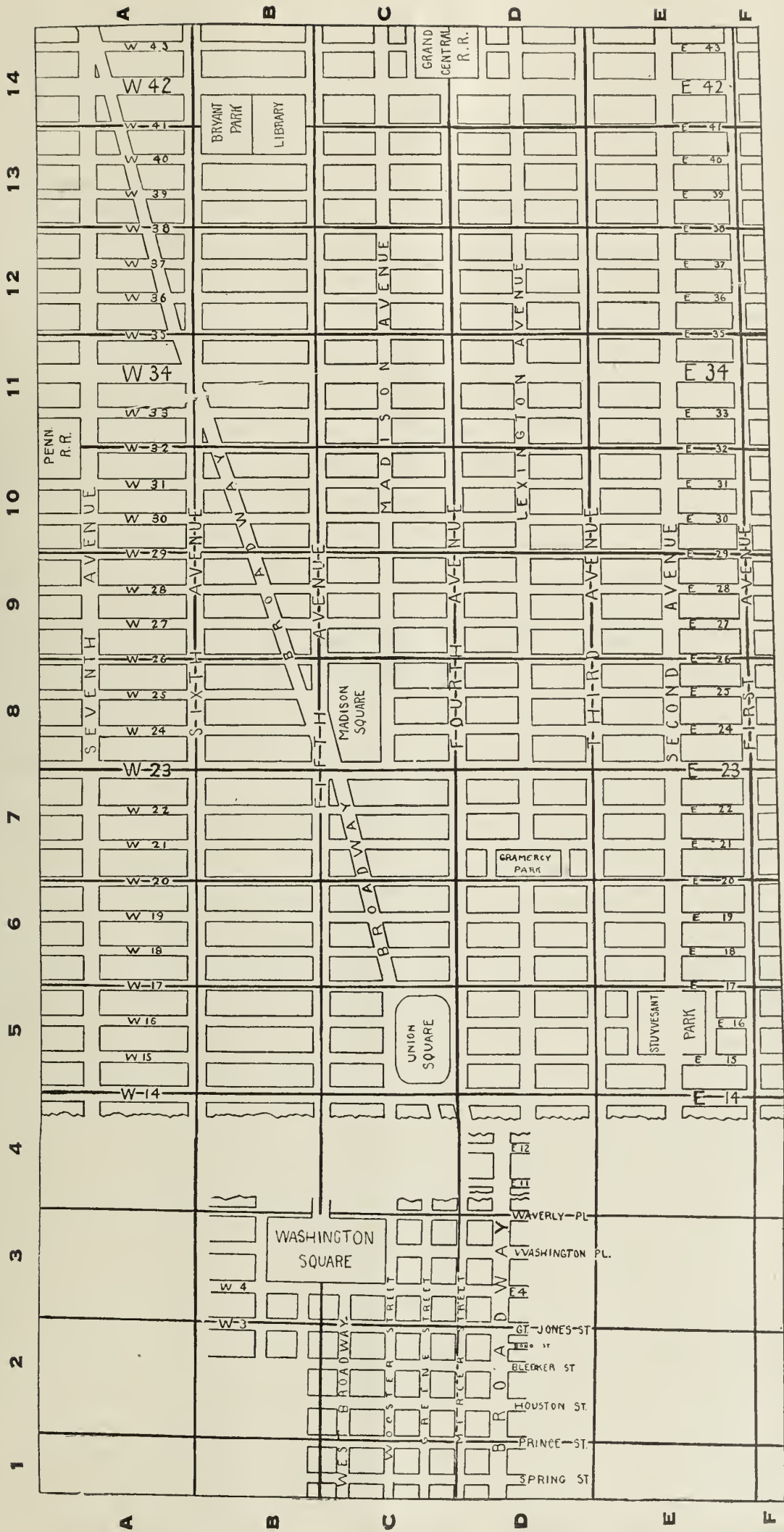
Thos. H. Butcher, Chicago and Middle West.



364 9 oz. Goblet. Optic  
Etched 22



Locations of Firms in the Uptown District.



- Bing, F., & Co.'s Successors, 67 Irving Pl. D-6  
Bloch, L. D., & Co., 153 Fifth ave. C-7  
Boote, E., 35 W 23d. B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. B-8  
Bryce Brothers Co., 240 Fifth ave. B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way B-9  
Brygen, J. D., & Co., 239 Fifth ave. C-9  
Brecht, Albert J., 31 Union Square. C-5  
Colonial Co., 145 W 18th. A-6  
Cox & Lafferty, 1140-1146 Broadway. B-9  
Deja Croix, C. J., 19 Madison ave. C-8  
Dohrmann Commercial Co., 85 Fifth ave. C-6  
Fry, H. C., Glass Co., 200 Fifth ave. B-8  
Fonderville & Van Iderstine, 85 Fifth ave. C-5  
Gillinder & Sons, 19 Madison ave. C-8  
Gray, Horace C., Co., 200 Fifth ave. B-8  
Gredelue, A., 129-131 Fifth ave. B-7  
Guerin, Wm., & Co., 43-47 W 23d. B-8  
Guernseyware, 16 W 23d. B-7  
Haviland & Co., 11 E 36th. C-12  
Haviland, Theodore, & Co., 200 Fifth ave. B-8  
Haviland & Abbot Co., 95 Madison ave. C-9  
Imperial Art Glass and Lamp Works, 205 W 19th. A-6  
Koscherak Bros., 129-131 Fifth Ave. C-6  
Lancaster Glass Co., 200 Fifth ave. D-8  
Manhattan Brass Co., 332 E 28th. F-9  
Mogi. Mononoi & Co., 105 E 16th. D-5  
Morimura Bros., 53-57 W. 23d. B-8  
Noe, Wm. R., & Sons, 53-55 W 21st. B-7  
Pairpoint Corporation, 43-47 W 23d. B-8  
Phoenix Glass Co., 230 Fifth ave. B-9  
Plume & Atwood Mfg. Co., 30 E 42d. C-14  
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. B-8  
Roseville Pottery, 621 Fifth ave. B-8  
Straub, Paul A., & Co., 103-107 Fifth ave. C-5  
Tajimi Co., 597 Broadway. D-2  
Torloring, E., 35 W 23d. B-8  
Takito, Ogawa & Co., 101 Fifth Ave. C-6  
United States Glass Co., 24th St. & B'way. B-8  
Venon, J. H., Inc., 104 Fifth ave. B-5  
Van Gieckland Co., Inc., 110 W 40th. A-13  
Wedgwood, K. L., 133 Fifth ave. C-6

W. Sloan, Potomac Glass Co.; C. M. Rodefer, Rodefer Glass Co.; Louis Kauffeld, Star Glass Co.; W. H. Potter, Tarentum Glass Co.; Marion G. Bryce, United States Glass Co.; Messrs. Davies and Bruce, Wellington Glass Co.

It is reported that the larger manufacturers of jelly tumblers are oversold, sufficient business now being on hand to insure operations for the next six months. Six-ounce jellies are now quoted at 18½. They were formerly sold at a dime a dozen.

Hundreds of glass workers in West Virginia were forced into idleness late last week on account of gas shortage.

At the annual meeting of the L. E. Smith Glass Co., Mt. Pleasant, Pa., the following officers were elected: president, W. S. Wible; secretary, C. L. Spence; superintendent, C. M. Wible; general manager,

W. C. Smith. The company has adopted a profit-sharing plan among its employes, \$400 in shares being given to pressers and \$300 in shares to gatherers. In case of death the beneficiary receives the full value of the shares.

The United States Glass Co. is showing two new baskets in its floral cut glass line. One is for domino sugar, and the other for Nabisco wafers. Both items have met with good demand among the blank buyers.

The Hazel-Atlas Glass Co., Wheeling, W. Va., has declared a dividend of 2% payable January 20. The stock in this company, is quoted around 180.

The demand for lead blown tumblers is so enormous, and factories are so filled with business, that orders are accepted only on condition that the goods will be shipped as soon as possible and at prices prevailing at the time of delivery.

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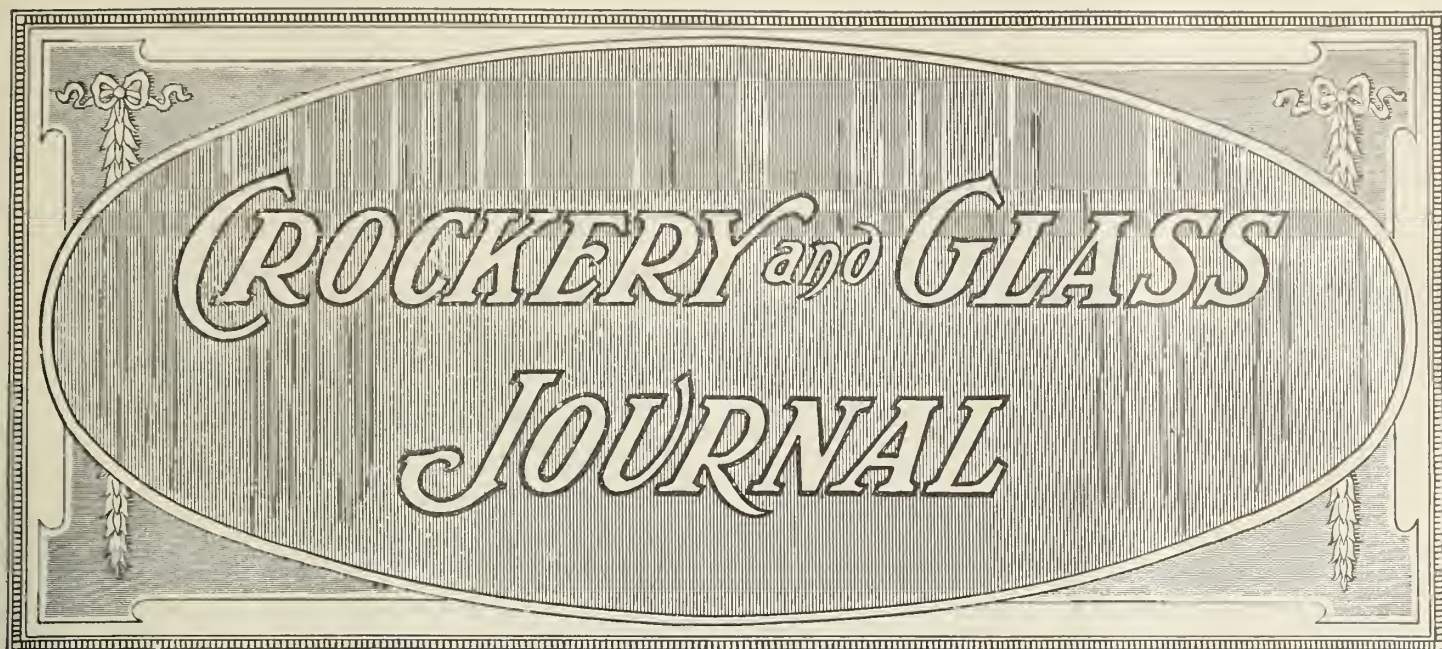
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NEW YORK, JAN. 25, 1917.

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## THE CONDITION OF BUSINESS.



The spring buying season may be said to be open. It is early for buyers to make their appearance, but they are beginning to arrive in force, many of the Westerners coming here from Pittsburgh. They were early in that city for two reasons: first, need of goods; secondly, the Western Salesmen's Association banquet was earlier than usual. An analagous condition obtains with reference to New York. There is a shortage of merchandise in the hands of dealers, and the banquet of the Pottery, Glass and Brass Salesmen's Association will be a week earlier than last year. Both will have the effect of bringing buyers to market.

Very few new goods have been opened. There are some on the way, but the full lines will not be received before the middle of February.

Buyers are coming not so much in expectation of getting supplies as in the hope of hurrying up what they have already bought. Most of those who have been here have made only short stays, as there was little to see. In some cases they simply duplicated last year's orders, promising to look through the new lines later.

The Pittsburgh exposition was the most successful ever held, both in attendance and volume of business, although in placing orders the buyers understood that deliveries and prices were indefinite.

East Liverpool never had so many buyers in January as this year. One day there were twenty-seven arrivals on the early morning train. How much this

means may be ascertained by figuring that to catch that train from Pittsburgh one must arise before six o'clock in the morning. It may be said in passing that the buyers fully appreciated the courtesy extended by the Elks Club of East Liverpool, the accommodations of which were seized upon with avidity every night for three weeks or more.

Retail trade all over the country is much better than usual at this time of year. Retailers are selling anything and everything they can get their hands on; and if the demand keeps up there will be such a dearth of goods that the shelves and counters will be bare in a very short time.

It is going to be a seller's market for the whole year. The shortage of foreign goods is becoming more acute, and while the domestic factories, both glass and pottery, are turning out every dollar's worth of goods possible, they are hampered by shortage of labor, materials and fuel. Natural gas is becoming more and more unreliable, and a little cold snap forces all the factories to close down. Realizing that natural gas as a fuel is approaching its end, many factories are installing gas-producers; but they are not an unqualified success. Oil is being tried out by some, and hopes are entertained that it may solve the problem.

Freight embargoes all over the country have had a detrimental effect. Consignees never know when they will receive goods, and shippers cannot tell when the manufactured product is liable to go out. Unless there is a big change, railroad conditions for the next few

months will be as bad as, if not worse than, they were last year. In the meantime the demand for goods increases.

**Pittsburgh and Vicinity** Exceptionally heavy business has been booked recently by the glass factories. The market remains firm, and a further advance is not at all unlikely. The situation with reference to transportation is still serious, but hopes are entertained of betterment soon.

**East Liverpool and Vicinity** A marked decrease in the production of pottery was noted during the past fortnight, due to the shortage of gas. The fuel situation is exasperating, and measures will have to be taken by manufacturers to remedy existing evils.

## THE PITTSBURGH EXPOSITION.

A GENERAL feeling of satisfaction prevails over the success of this year's exhibition. It has been hard on the salesmen, however. Every one of them has been working on his nerve, anxious to let no one escape who was there to buy. To be on one's feet the major part of eighteen hours a day is no joke; and while they are pleased with results, they will all be glad when the affair is over.

"Shopping" was practically eliminated this season. When buyers went over a line, in nine cases out of ten signed orders were given before they left the room. There was very little quibbling over prices. They needed the goods, and many anticipated requirements running through the first half of the year.

The largest order for glass placed by any one buyer amounted to a little over \$12,000. Delivery of the goods is to start immediately, and continue as fast as the factory can make shipments.

George West, of the Westmoreland Specialty Co., certainly has grit. Meeting with a painful accident that necessitated his leaving the Ft. Pitt hotel early in the game, he recovered in a few days sufficiently to return, and sitting in a wheel chair greeted buyers and assisted those in charge of the exhibit. As one put it, "You couldn't keep him away."

Those buyers who came with the expectation of finding some firms willing to "shade just a bit" were sorely disappointed. Some of them admitted their inability to secure concessions from buyers no matter how large an order they proffered. Throughout the entire month it has been a case of buyers placing busi-

ness at the quoted prices or leaving empty-handed. Not in years has the market been as firm as now. Concessions are simply out of the question.

Among the buyers here since our last issue were:

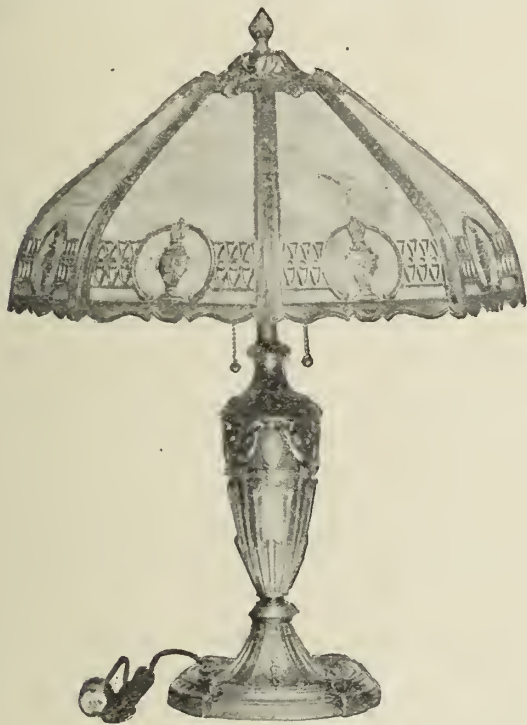
Mortimer G Swartz, with The Golden Rule, St Paul.  
Messrs Foster and Miller, with Omaha (Neb) Crockery Co.  
T O Boyle, with J L Brandeis & Sons, Omaha.  
Thomas A Neely, with Strauss, Hershberg Co, Youngstown, O.  
B O Chapman, with Merrill, Greer & Chapman, St Paul.  
William Hocking, Chester, W Va.  
Mr Fairbanks, with I H Morse Co, Worcester, Mass.  
F J Miller, with G Sommers Co, St Paul.  
Henry Meyer, with Sperry & Hutchinson, New York.  
N C Myers, with S H Kress Co, New York.  
E A Brillinger, with J G McCrory Co, New York.  
Fritz Pfeiffer, with F H Pfeiffer Co, Peoria.  
Mr Binswanger, with Joseph Horne Co, Pittsburgh.  
William Ford, with Burley & Tyrrell, Chicago.  
Ferd Schmidt, of Brinsmaid & Co, Des Moines, Iowa.  
A C Smith, with Jones, Hopkins Co, Nashville, Tenn.  
M P Webster, of Webster, Smith & Co, Halifax, N S.  
Mr Roehling, with Pitkin & Brooks, Chicago.  
Albert Day, with Cook, Laurance Co, Cedar Rapids, Iowa.  
William Casey, with McDonald Bros, Minneapolis.  
William Junor, Toronto, Canada.  
A P Haig, with John Wanamaker, Philadelphia.  
Mr Harnes, of Harnes, Folwell Co, Cedar Rapids, Ia.  
I J Riveley, with William M Gable Co, Altoona, Pa.  
Mr Cowan, of Cowan's Five and Ten, Carnegie, Pa.  
D H Feldman, with The Cohen Co, Richmond, Va.  
John Marsden and George McCracken, of the Liberty Cut Glass Co, Egg Harbor, N J.  
Mr Van Berg, of the Van Berg Silver Co, Rochester, N Y.  
Thomas Gill, with Emory, Bird & Thayer Co, Kansas City, Mo.  
William Kite, of Dean & Kite, Cincinnati.  
M Rosenberg, with M Seller & Co, Seattle.  
Capt A J D Howe and H A Weller, with Graham-Sykes Co, Muskegee, Okla.  
H C Sexton, with Phillips & Buttorff Mfg Co, Nashville, Tenn.  
Mr and Mrs Goldsticker, New York.  
J Moses, with United Glass and Queensware Co, New Orleans.  
M D Sternberg, of Michelson & Sternberg, New York.  
A G Hallgren, with Albert Pick & Co, Chicago.  
Miss Ella Brennan, with Rothschild's, Chicago.  
William F Rode, with Colgate & Co, Jersey City, N J.  
Miss A S Buller and H S Munro, with Almy's, Ltd, Montreal.  
W G Ryan, with Webster, Smith & Co, Halifax, N S.  
Messrs Van Roden and Stevens, of Wright, Tyndale & Van Roden, Philadelphia.  
L C Townsend, with John P Hackenberg, Milton, Pa.  
Harry Wheelock, of G H Wheelock Co, South Bend, Ind.  
Ralph Wheelock, of C E Wheelock & Co, Peoria, Ill.  
M J Hinterscheid, of Hinterscheid Bros, Columbus, O.  
T B MacKenzie, of Frieze & MacKenzie, Winona, Minn.  
S B Weller, of Newton, Weller & Wagner, San Antonio, Tex.  
Ed T Kuhn, with Milner & Co, Toledo, O.  
John McClelland, of John McClelland Co, Houston, Tex.  
Mr and Mrs A Silverstein, of New Orleans Queensware Co.  
Mr Schniff, with Columbus D G Co, Columbus, O.



## Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-  
ing Glassware, indirect and semi-indirect;  
Domes, Shades, etc.

A comprehensive new catalogue recently issued by the Royal Art Glass Co. should be in the hands of every up-to-date dealer who is interested in the advancement of his department. It is filled from cover to cover



BY THE ROYAL ART GLASS CO.

with new designs in electric and gas desk, table, boudoir, piano and reading lamps, as well as a fine line of dome chandeliers and semi-indirect fixtures. The accompanying illustration will give an idea of the beauty of the line. An "Adam" design is here used very effectively in a verde finish, the urns being set in the border in antique gold, affording a very pleasing contrast.

W. A. Demorest 38 Murray street, has acquired the representation of lamps made by the Robert Siegel factory, Grand Rapids, Mich. It is an exceedingly artistic and comprehensive line in hammered brass at attractive prices considering the merit of the goods.

When buying "Plumwood" lamps one is assured of a quality that is unsurpassable in the materials used,

the workmanship, and the tasteful, conservative styles. The desk lamp illustrated in the concern's advertisement has proved a highly successful seller. It is for the home, office, workroom, or wherever light is required. The special adjustment features enable the user to direct the light squarely on the spot desired, at the same time shading the eyes.

Nothing neater in a boudoir lamp has been put on the market than the one illustrated below. It is always in good taste, in whatever surroundings it may be



AT WM. R. NOE & SONS.

placed, the simplicity of the design harmonizing with any style of furnishing. It may be had in brushed brass, white, verde, Japanese bronze and matt silver finishes, and a choice of seventeen colors in shades.

This is only one of the many attractions in lamps to be seen at the salesroom of Wm. R. Noe & Sons.

The Quaker City Brass Works, Philadelphia, makers of popular-priced electric and gas portable lamps and domes, have arranged with the Chas. P. Schuller Cut Glass and Lamp Co to display their lines in New York.

C. E. Clewell, assistant professor of Electrical Engineering, University of Pennsylvania, says in a recent issue of the "Lighting Journal": "The continual question concerning the relative merits of gas and electricity is productive sometimes of misunderstandings and of incorrect conclusions. At present, from the purely cost standpoint, there is little or no difference if we compare the actual illumination obtainable from the modern lamps in each field when equipped with well-designed auxiliaries in the form of shades or reflectors. Historically, the use of gas was quite general before the introduction of electric lamps. The use of the latter, however, increased so rapidly after their introduction that much attention was naturally centered upon developing reflectors and globes for rendering the light more effective, and as a consequence the gas industry soon saw itself in danger of being outdistanced by its competitor, electricity. As a result, more and more attention was given to similar developments in the gas field until to-day we find the showrooms of the gas companies as marvelous in their beauty as those of the electric companies, and vice versa."

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## AROUND THE GLASS FACTORIES.

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### Pittsburgh and Vicinity

Continued cold weather is retarding the movement of freight into and out of this territory. Traffic managers attached to glass factories say the situation is more unsatisfactory to-day than at any time since just previous to the holidays. Goods are piling up at the factories awaiting shipment, and there will be a heavy movement of packed glassware from all factories with the opening of the railroads.

The demand for cut glass is running strongly to staples. Vases are in very heavy request, although sugars and creams and jugs are selling well. Buyers want deliveries as quickly as possible, especially those for department stores.

With nominal capital stock of \$5,000 the Filler Machine Co. has been formed at Wheeling, W. Va., to build machines used in filling containers of every kind with liquid substances, and to deal in machines for sterilizing and removing the air from glass jars. The

incorporators are John F. Bellamy, A. S. Paull, A. F. Brady, Jr., G. S. Guay, J. S. Algeo and E. W. Meyn, all of whom are associated with the Hazel-Atlas Glass Co., and the machine will be used in connection with the operations at that factory.

The oil fuel system has been installed at the plant of the Duncan & Miller Glass Co., Washington, Pa., with the result that fuel shortage trouble has been practically eliminated and steady production assured.

A general wage increase of five per cent became effective at the plants of the American Stamping and Enameling Co., Bellaire, January 19. In addition to this a bonus will be granted all employees in the service of the company a year or more next December. The company operates two plants in Bellaire—the Enterprise enameling plant and Novelty stamping works. Approximately 550 workers, men and women, are employed in the two plants, and it is estimated the wage increase and bonus will amount to approximately \$50,000.

Plans are under way for a new plant to be erected at Kanawha, W. Va., by the American Bottle Co.

Within the past fortnight the former plant of the Haskins Glass Co. at Martins Ferry O., has been inspected by interests looking towards purchasing the property. While no definite action has been taken yet, a favorable statement is anticipated within a few weeks. The property has been inactive for several months.

Among the officers and directors of the West Virginia Mfg. Association, recently organized, are the following: A. W. Paull, of the Wheeling Stamping Co., treasurer; J. M. Sanders, of the U. S. Stamping Co. Moundsville; George W. Bowers, of the Bowers Pottery Co., Mannington, W. Va.; R. T. Cunningham, of the Monongah Glass Co., Fairmont, W. Va.; Fred Paul Grosscup, of the Dunbar Flint Glass Co., Charleston; C. A. Robinson, of the Hazel-Atlas Glass Co., Wheeling, directors. Messrs. Paull, Sanders, Grosscup and Robinson are also members of the executive committee.

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## MANHATTAN BRASS CO. BURNED OUT.

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ABOUT six o'clock on Saturday morning of last week a watchman at the Manhattan Brass Co.'s works, foot of East Twenty-eighth street, discovered a small blaze. He tried to put it out with pails of water, but failed, and turned in an alarm. The few moments lost were vital. The fire spread, and in an incredibly short time the building was gutted. The foundry, rolling mills, machine shop and tube mills were uninjured and can soon be put in working order. The loss is put at \$300,000. Fully insured.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Buyers who have visited the Pittsburgh trade exposition and the local pottery salesrooms with the view of securing "bargains" have been sorely disappointed this season, and those who thought they might be able to "bear" the market were equally outflanked. Never before have prices been held as firmly. Buyers of "lump" and "thirds" have also been hard hit. Manufacturers are taking more care in manufacturing; hence the amount of these grades is reduced to a minimum.

\* \*

Pottery manufacturers had more trouble this week. Gas was shut off from the kilns on Monday, and until notice from the gas company none can be lighted. Heavy snow on Sunday morning, which turned to rain at noon, continuing for nearly nine hours, caused the Ohio river to reach a high stage. Pottery plants along the river front were for a time fearful of being flooded.

\* \*

At the annual meeting of the stockholders of the Knowles, Taylor & Knowles Pottery Co. the following board of directors was elected: Homer J. Taylor, Mrs. Homer J. Taylor, John B. Macdonald, Mrs. John N. Taylor, Joseph G. Lee, Mrs. William Taylor, and Frederick B. Lawrence. The board organized by electing the following officers: president, Homer J. Taylor, who also occupies the position of treasurer; vice-president, Mrs. John N. Taylor; secretary, John B. Macdonald.

\* \*

Canadian buyers have placed very liberal business, not only for dinner sets, but specialties and cooking ware.

\* \*

The Hall China Co. has taken over a part of the former plant of the William Brunt pottery, and will operate the annex to increase its clay shop capacity. A bridge will be built over an alley between the two plants, so that the ware made in the annex can be fired in the present pottery.

\* \*

E. E. Wilgus, representing the National China Co., opens this week in Cleveland and Buffalo, and

from there will go west as far as St. Louis, from whence he will work his way through to the East.

\* \*

An increase in the selling lists of vitrified hotel china is reported. It is said that every item has been advanced.

\* \*

There is a marked scarcity of semi-porcelain hotel ware, manufacturers being unable to supply the demand. Buyers who have been in this market of late have made every effort to place orders, but the sales managers have accepted only a small percentage of the business offered. Flat ware in this line is exceptionally scarce, there being no stocks in the warehouses. Handled mugs for the restaurant trade are also in demand, with only very limited stocks on hand.

\* \*

D. E. McNicol, of the D. E. McNicol Pottery of West Virginia, with headquarters at Clarksburg, W. Va., has been dividing his time between the exhibit of his firm at the Ft. Pitt and his original plant in this city.

\* \*

John J. Purinton, one of the principal owners of the United States Pottery Co., Wellsville, has left for Florida, to spend the remainder of the winter.

\* \*

Munroe Patterson, president of the Wellsville China Co., plans to leave with his family for Florida at an early date, to remain until spring.

\* \*

Over thirty years ago W. J. Spire left here, and later became associated with the Phillips & Buttorff Mfg. Co., of Nashville, Tenn. When buyers for this house came here recently Mr. Spire came with them to renew old acquaintances. The older pottery salesmen remembered him, and he received a royal welcome.

\* \*

Pottery salesmen from this district will be in no hurry to go out on the road, except for short trips.

\* \*

J. W. Mackey, representing the Edwin M. Knowles China Co., left this week for his first trip through New

York State, covering a portion of the territory formerly traveled by the late W. F. Witherell. He will open at the Imperial, New York, probably next week.

\* \*

Because of the recent cold snap the pottery manufacturers lost about twenty per cent in kiln output.

\* \*

Talk is rife concerning the erection of a modern hotel on Fifth street, on the same block with the Elks Club. Wheeling interests are reported back of the proposition, and building is expected to start early in the spring.

\* \*

A number of operative potters and their families have left this district for Erwin, Tenn., to take employment in the new plant of the Southern Potteries Co., whose clay shops will start operations next Monday.

\* \*

T. A. Copperstone has closed his Pittsburgh exhibit of the Vodrey Pottery Co.'s lines and started on a tour of his Western territory.

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#### A GOOD TIME IN PROSPECT.

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ON Saturday, February 3, Morimura Bros. will entertain their employees in celebration of their removal to Twenty-third street. There will be a banquet, addresses, dancing and a vaudeville show. Cavanaugh's restaurant at Sixth avenue and Twenty-third street has been selected as the place. It will be a strictly family affair, only the store force participating.

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#### BOSTON BUSINESS NOTES.

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"WE received and forwarded to the manufacturers to-day," said a commission man, "an order for \$230 worth of dinnerware; but I am in doubt whether or not the pottery will pay any attention to it." "We are getting all of the business we want," said another; "the trouble is with deliveries." And the trade as a whole has about the same story to tell.

Jacob Mitchell, treasurer of the Mitchell, Woodbury Co., is improving steadily, if slowly. On Tuesday he was able to get downstairs and telephone to the officers about business matters.

A. L. McMullin is confined to his home by a heavy cold.

"Tom" McCormick, who has secured the agency for the New Martinsville (W. Va.) Glass Co., has opened sample rooms at 157 Federal street. He is one of the

most popular men in the trade, and everyone is glad to see him back on the active list again.

The Boston Hardware Specialty Co. has moved into much more commodious quarters at 116 Bedford street, and will immediately add crockery, glass and lamps to its lines.

On Tuesday afternoon Miss Mary G. Tucker, daughter of E. J. Tucker, of Chase & Francis, was married to Charles T. Boynton. The ceremony took place at the home of Mr. and Mrs. Tucker, Malden. Mr. and Mrs. Boynton will make their home in Linden, a part of Malden.

Funeral services were held this week in Forest Hills Cemetery Chapel for Loring Chickering Briggs, oldest son of Richard Briggs, of the Richard Briggs Co.

At the annual meeting of the Home Savings Bank Theodore Jones, of the Jones, McDuffee & Stratton Co., and Samuel P. Mandell, of the C. F. Hovey Co., were elected trustees.

C. H. Clark, buyer for the Howland Dry Goods Co., Bridgeport Conn., was in town this week calling on old friends.

Walter S. Wessels, representing J. H. Venon, New York, and Abe Hays, for the Crooksville Pottery, are here with their samples.

William R. Scharton has been appointed receiver for the Williamstown Glass Sales Co. of Boston.

Mitchell, Woodbury Co. is having a most attractive room built for the constantly-growing business of its hotel department. When finished it will be one of the best of its kind in New England.

A voluntary petition in bankruptcy was filed this week by the Bon Marche, Worcester. Liabilities \$67,763, assets \$19,456.

Fire at Ellsworth, Me., recently, caused a loss of \$30,000 in the department store of C. L. Morang. Mr. Morang has been in Boston placing orders for new stock and will reopen immediately.

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#### DORFLINGER'S FACTORY DAMAGED BY FIRE.

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FIRE broke out in the etching department of C. Dorflinger & Sons, White Mills, Pa., last Friday, totally destroying one building, with its stock, tools, etc. It was only by great efforts that the whole plant was not wiped out. The loss is estimated at about \$25,000; covered by insurance. They will not be able to ship



any etched goods for some weeks to come. Rebuilding will begin as soon as possible.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- A Hellenthal, hf, Bon Marche, Seattle. 230 Fifth ave.
- R J Coudiff, c, J M High Co, Atlanta. 353 Fourth ave.
- T J Gill, c, g, Emery-Bird-Thayer D G Co, Kansas City. 25 Madison ave.
- G Krazeize, t, Carter D G Co, Louisville. 43 Leonard,
- R M Wright, hf, c, D H Holmes Co, New Orleans. 15 East 26th.
- A Witzleben and W E Clark, hf, Marshall Field & Co, Chicago. 104 Worth.
- H Salomon, t, A M Rothschild & Co, Chicago. 215 Fourth ave.
- L C Moses and E. A. Toby, t, Kaufmann & Baer Co, Pittsburgh. 95 Madison ave.
- M Waxman, t, S A Rider Jewelry Co, St Louis. 33 Union sq.
- M S Meyer, g, M Seller & Co, Portland, Ore. 43 Leonard.
- M E Torrey, hf, Torrey & Torrey Co, Olean, N Y. Navarre.
- J Marcus, c, g, J Marcus & Bros, Providence. Wallick.
- A C Baker, hf, Goldberg & Lewis, Talledega, Ala. Herald Sq.
- F L Gavitt, c, g, H B Gavitt Co, Westerly, R I. Continental.
- F Early, c, g, R H White Co, Boston. 470 Fourth ave.
- J Bason, c, g, Wise, Smith & Co, Hartford. 315 Fifth ave.
- G S Rossie, c, Crowley, Milner & Co, Detroit. 116 West 32d.
- J G Davenport, c, g, Battle Creek. Continental.
- E B Warden, c, g, Buckingham & Moak, Utica. Long-acre.
- S M Wilkes, c, g, S M & E H Wilkes Co, Laurens, S C. Collingwood.
- M Levin, t, Levin Bros, Terre Haute. Albert.
- A Lit, t, Lit Bros, Philadelphia. 1261 B'way.
- J Weinberg, hf, J York Co, Pittsburgh. Aberdeen.
- E W L Hartman, hf, McCelvey-Hartman D G Co, Temple, Tex. Grand.
- B F Weldon, c, Sisson Bros- Weldon Co, Binghampton. 220 Fifth ave.
- D Oransky, t, L Oransky & Sons, Des Moines. 72 Madison ave.
- G H Donovan, hf, Donovan & Co, Lancaster, Pa. 116 West 32d.
- A F Ellis, hf, Almy, Bigelow & Washburn Co, Salem, Mass. 230 Fifth ave.
- P Schaeffer, hf, Adam, Meldrum & Anderson Co, Buf-falo. 230 Fifth ave.
- A F Pohlman, hf, Joslin D G Co, Denver. 23 East 26th.
- A J Kline and R J Calm, hf, Dives, Pomeroy & Stewart Co, Harrisburg and Reading, Pa. 230 Fifth ave.
- T A Keller, hf, Denholm & McKay Co, Worcester. 230 Fifth ave.

- L Brink, t, W L Milner & Co, Toledo. 116 West 32d.
- G H Mehl, c, g, Donovan & Co, Lancaster, Pa. 470 Fourth ave.
- Mrs Nudd, t, Wm Filene's Sons Co, Boston. 116 West 32d.
- J W Bayless, hf, Bayless Hdwe Co, Athens, Tenn. Murray Hill.
- F C Webber, t, J J Nathan & Co, Beaumont, Tex. McAlpin.
- P J Wilson, hf, P J Wilson Housefurnishing Goods Co, Chicago. Murray Hill.
- H S Landis, hf, H S Landis & Co, Allentown, Pa. Marlborough.
- Maurice Caro, hf, Mitchell, Woodbury Co, Boston. Imperial.
- F H Sturtevant, c, g, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.
- J P Banzhoff, t, W F Gable & Co, Altoona, Pa. 230 Fifth ave.
- D Robertson, c, g, Framingham, Mass. Wallick.
- W H Brown, hf, Brown & Co, Harrisburg, Pa. Park ave.
- S Blum, t, Cahn-Coblens Co, Baltimore. Herald sq.
- S Brown, hf, Brown's Furn Co, Dayton. Grand.

HOW THEY ARE BUYING.

A WELL-KNOWN buyer, after passing the time of day in an uptown wareroom, asked if the firm had any new samples to show. On being told that they had not yet arrived he said: "Duplicate my order of a year ago. Ship as soon as you can, and make the price as low as possible. When the new goods come I will give you another order."

Exclaiming that he was "in an awful hurry," a buyer rushed into another establishment and handing the salesman a good fat order said: "Ship as soon as you can, and don't charge me any more than you can help—I will see you again in a month!"—and dashed out again.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

to	Shipments week end'g Jan. 9, '17	Correspond- ing period 1916	Exports Jan. 1st to Jan. 9, '17	Correspond- ing period 1916
Boston . . . . .	...	62	....	....
New York . . . . .	623	155	....	....
Baltimore . . . . .	45	80	....	....
Philadelphia . . . . .	....	9	....	....
New Orleans . . . . .	....	14	....	....
Newport News. . . . .	....	....	....	....
San Francisco. . . . .	....	26	....	....
Portland, Me.. . . .	27	1	....	....
Galveston. . . . .	....	....	....	....
Portland, Ore.. . . .	....	....	....	....
Inland Points.. . . .	....	2	....	....
Total..	695	3	....	....

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 25, 1917

### THE PITTSBURGH EXPOSITION.

WITH the end of this week many of the exhibitors will withdraw from the glass and pottery exposition at Pittsburgh, and a week later they will all be gone. It is the largest affair of the kind in forty years, and the attendance has been correspondingly great. But the result is problematical. Some concerns booked big business; others were not so fortunate; and there are some who will probably never exhibit again.

The character of the show this year was very different from anything that had gone before. In the first place, there were fewer strictly glass exhibits than last year. But there were more cut glass lines, pottery, housefurnishing goods, artificial flowers and patented specialties.

There were 110 exhibits, occupying 150 rooms, as against 74 exhibits in about 100 rooms last year. While a bigger display, it was less a glass exposition than a regular "fair." We doubt if the other lines had any drawing power. Merchants went to Pittsburgh to see glass. If they bought anything else it was a side issue. One prominent buyer said he was there to secure glass, and would purchase nothing else. He visited the various displays, of course, but adhered to his resolution.

If this institution continues to grow it will have to change its name. It might better be known as the Pittsburgh Fair, rather than the Glass Exposition. If it becomes much bigger it must of necessity be held

outside of a hotel—say, in a part of the Exhibition Building on the Point. And if it is to become a sort of Leipzig Fair, New York is the place for it, and the time February. When it was started many of the factories were in Pittsburgh. Now there is but one, albeit that one is very important. The idea of visiting the glass factories is gone.

Conditions between buyer and seller this year were different from any previous season. Old exhibitors were not much concerned whether they showed or not, or whether or not they did much business. All had already more orders than they could fill. Then why did they exhibit? One said because he had acquired the habit; another said he had had one room for years, and was afraid if he did not keep it he would not be able to obtain it next year, when he might want it. A number of the new people came because they thought it was a good advertisement.

Is the 1917 season at Pittsburgh a success? It all depends on the point of view. The actual gross sales will never be known. One thing is sure: buyers found no bargains, no job lots, and no price-cutting. They found few new goods, and some of them left with the impression that they could have done just as well had they stayed at home and bought from the travelers.

Conditions this year, however, are no guide for next. A week—a month—three months—may see a change in the whole world of business, and he who said he would never go to another Pittsburgh glass exposition may have reason to change his mind.

### PERSONAL.

AS regularly as the years roll around, R. D. Ross, of St. Stephen's, N. B., makes his appearance in New York in January. He registered at the Continental last week. Mrs. Ross was, as usual, with him, aiding in the selection of wares. He said he had a splendid year, which would have been better had he been able to get all the goods he had ordered. They were booked to leave Thursday or Friday of this week.



S. Jaquette, with Bailey, Banks & Biddle, Philadelphia, was placing orders in New York last Friday.



Albert Jassman, always a welcome guest, arrived in New York last Thursday after visiting the Pittsburgh exhibition. He buys for Meier & Frank, Portland, Ore., and is registered at the Prince George, but can better be seen at 212 Fifth avenue.



W. O. Coleman and Chas. Elson, of the Burley & Tyrrell Co., Chicago, were in town last week. It was Mr. Elson's first visit to New York, and he was so im-



pressed with the Woolworth Building that he is thinking of getting up a company of capitalists to duplicate it in Chicago.



The entire buying force of the Syndicate Trading Co. is in town.



C. H. Becker, of Becker-Hazelton Co., Dubuque, Ia., always a welcome guest in New York, registered at the Biltmore last week.



J. Carl Underwrod, local salesmanager for Takito, Ogawa & Co., expects to leave on Sunday for a trip to Buffalo and other points in the State.



A. H. Burton, Western traveler for Hugh C. Edmiston, arrived in New York last week from his home in Chicago in order to be here to meet his customers during the import season.



C. W. McClure, head of the McClure syndicate of five and ten cent stores, arrived last Saturday to size up the commercial situation. He does little buying himself, and after a canvass of the market will return home and send on his buyers.



It has just become known in New York that C. B. Roe, of the Fostoria Glass Co., Moundsville, W. Va., took unto himself a wife December 30. Congratulations! although it is a little late.



Edward Boote this week received word from England that Frederick Thomas Moore a member of Cauldon, Ltd. (Brown-Westhead, Moore & Co.), Stoke on-Trent, died December 18th. Details were lacking.



After spending some time at the New York office, J. M. Takito, of Takito, Ogawa & Co., left for headquarters in Chicago last week, where he will remain until February 7, when he departs for Japan to look after the execution of orders.



W. H. Fisher, head of the traffic department of the United States Glass Co., made a short visit to New York last week with a view of expediting shipments.



E. A. Ernst, with the H. & S. Pogue Co., Cincinnati, was in New York Friday and Saturday of last week placing orders for steel toys. He will open a housefurnishing department February 1.



All Saints Church, Brooklyn, was the scene of a beautiful wedding last Sunday afternoon, when Steven Munich, head of S. Munich & Co., cut glass manufacturers, Brooklyn, married Miss Marie Anna Haas, one

of the borough's most attractive belles. A number in the trade attended the ceremony.



Emil C. Bronnum, head of the Royal Copenhagen Co.'s sales staff, is due to arrive in New York next Monday from Copenhagen on the Frederick VIII., bringing the 1917 lines turned out by this celebrated factory. After spending a few weeks at the local headquarters Mr. Bronnum will make his usual tour of the country.



Wm. Wood, commercial manager of the United States Glass Co.'s factory K, Pittsburgh, visited the New York office on Thursday and Friday of last week.



Leon Neubrik, buyer for the Crowley, Milner Co., Detroit, registered at the McAlpin last Thursday, accompanied by his talented wife, whose singing delighted the guests at the Salesmen's banquet last year.



Frederick Skelton left on Sunday to make the rounds of the various factories he represents locally.



Frank Primrose, of the McKenna Bros. Sales Corporation traveling staff, left last week for a trip through Pennsylvania. He expects to return about February 1, when he will make a tour of the New England States.



Ed. Craig, manager of the New York office of the United States Glass Co., returned home last Friday after spending the week in Pittsburgh.



A. H. Hays left on Sunday for a tour of the New England States.



Arthur A. Bean is back at his desk after having been in St. Mary's Hospital, Brooklyn, for two weeks suffering from a light attack of pneumonia.



Joseph Burroughs is engaged in writing a history of the class of 1872 of Rutgers College, of which he was a member. It will be published as a memento for the surviving members of the class.



Geo. Silvia, head of the sales staff of the Pairpoint Corporation, spent last week at the New York office.



W. S. George, of the W. S. George Pottery Co., East Palestine, O., accompanied by his two daughters, is spending the week in New York. He will find time to do a little business incidentally.



Adelbert S. Baker, buyer for Gimbel Bros., Phila-

delphia, was in the city on Wednesday placing orders for china and glassware.



J. Tatman and Mr. Tilden, buyer of china and cut glass for the jewelry establishment of Spaulding & Co., Chicago, are in the market this week looking for new goods. They are stopping at the Hotel Walton.



Ottomar Janssen, formerly with Hering & Jahn, who joined the sales force of Ebeling & Reuss, Philadelphia, January 1, will shortly start on his initial trip for the concern.



C. A. Wilson, representing Robinson & Co., Winnipeg, Manitoba, is in town, and in the intervals of ordering supplies is making a little money on the side by wagering that the European war has to date cost more in dollars than the number of seconds that have elapsed since the Founder of Christianity was born.

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#### EXPORTS FROM STOKE-ON-TRENT.

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THE exports of earthenware and china from Stoke-on-Trent, Eng., to the United States during the month of December amounted to £31,241, being an increase of £10,334 compared with the figures for the month of December, 1915.

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#### AT PITTSBURGH.

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AFTER making Cleveland, Toledo and Cincinnati with the lines of the Fostoria Glass Co., Percy Pownall opened at the Ft. Pitt Monday last. The new "Dresden" decoration on blown and stemware is a combination of black and gold, a floral treatment being used upon the black band. "Spanish Lustre" is the name given to a new iridescent line which is attracting much attention.



Fisher, Bruce & Co., Philadelphia, are showing their lines at the Colonial-Annex, the display being in charge of Edw. Reiwald.



Richard C. Arthur, formerly with the local office of Kinney & Levan, has taken the management of the illuminating department of the Doubleday-Hill Electric Co., the largest concern of its kind here.



Ben C. Miller, representing the William Koch Importing Co., Baltimore, is due to open at the Colonial Saturday with a line of Easter novelties.



J. S. Lauterbach and A. K. Ackerman closed their

displays at the Colonial of toys and china for the Strobel & Wilken Co., New York, this week, and went to Cleveland.



A. S. Moore was at the Colonial with the latest offerings from Morimura Bros., New York.



Louis Levien opened his cut glass samples at the Ft. Pitt Monday.

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#### POINTERS FOR BUYERS.

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##### A PRIME FAVORITE WITH HOUSEKEEPERS.

"Petrosan" cooking ware, lately introduced by the Ohio Pottery Co., is an achievement of which the concern may very well feel proud. It withstands the most rigid fireproof tests, is non-crazing, leadless glazed, odorless, and absolutely sanitary. Another very important point is its beautiful orange color, which in combination with its white lining makes it as dainty a serving dish as one could wish. It may be used in perfect harmony with the finest china. Housekeepers buy it on sight, and the satisfaction it invariably gives brings them back for more. The line may be seen at the showroom of the E. W. Hammond Co.

##### SHOULD PROVE EXCELLENT SELLERS.

Koscherak Bros.' salesroom is an interesting place to visit these days. An exceedingly clever all-floral cut glass design, known as the "De Lyte," cannot help but delight all who see it. A beautifully-executed carnation—as fine a piece of work as one could wish for—is the design's predominating feature. Another line with an entirely new idea is an assortment of amethyst-colored glass decorated with an encrusted platinum band. The array of Venetian glass, in a variety of unusual articles, sold only on import, is well worth seeing.

##### TASTEFUL DINNERWARE DECORATIONS.

An addition to the designs shown on the Knowles, Taylor & Knowles Co.'s new "American" dinnerware shape at the salesroom of the E. W. Hammond Co. is a coin-gold band and line, the simplicity of which is precisely suited to its refined style. This completes a collection of patterns on the shape that for diversity of treatment is difficult to equal.

##### ATTRACTIVE STEMWARE.

Buyers looking for new lines of stemware, etc., should see the goods just placed on display by John Nixon from the Fostoria Glass Co. An exceedingly tasteful and well-executed light cutting in dull finish, showing a pretty treatment of a floral spray on a very pleasing shape, is one of the items. Another is an elaborate and extremely effective deep plate etching of a Chinese pheasant design on a flare shape in a beauti-



ful quality crystal. New needle etchings are also well deserving of examination.

#### TAKING ON NEW ACCOUNTS.

Fred Beiswanger, New York representative of the Paden City Glass Mfg. Co. and the Mound City Glass Co., has added two other factories to his list—that of the Erskine Bros. Glass Co., illuminating glassware, Wellsburg, W. Va., now in course of construction and to be in operation by February 1, and the Elite Specialty Works, Indiana, Pa., decorated gas and electric shades and novelties in tableware.

#### JUST WHAT HE WAS LOOKING FOR.

WORCESTER, MASS., Jan. 20.

*Editor CROCKERY AND GLASS JOURNAL.*

Inclosed find \$2 for subscription to your CROCKERY AND GLASS JOURNAL. It gives me just what I have been looking for in a trade paper for a long time. My two best moves in 1916 were, first, a visit to the Pittsburgh show; second, a subscription to your magazine. I am getting large returns on both investments.

Sincerely,

JOHN L. RHODES.

Mgr. Darling & Rhodes Co.

#### CLAY CASTING CO. STARTS OPERATIONS.

THE Clay Casting Co., recently organized to specialize principally in the manufacture of cereal sets, and which took over the old Chelsea pottery at New Cumberland, W. Va., completed the extensive remodeling of the factory and started operations last Monday. The E. W. Hammond Co., this city, which has control of the output, has sufficient orders booked to insure the running of the plant to its fullest capacity for the entire year.

#### BUSINESS BRIEFS.

The New Toy Co., Newark, N. J., have taken over the business of the New Toy Mfg. Co.

J. B. Renaud & Co., crockery dealers, Quebec, Can., suffered loss of \$125,000 by fire recently.

The local office of Siegel, Cooper & Co., Chicago, will be removed about February 1 from 13 East Twenty-second street to 404 Fourth avenue.

The Wellworth Mfg. Co., lamps, 434 Lafayette street, this city, has filed schedules in bankruptcy showing liabilities \$1,780 and assets \$283.

Thomas B. Campbell, a manufacturer of cut glass

at 40-42 South Eighth street, Brooklyn, filed a petition in bankruptcy January 17, with liabilities \$9,375 and assets \$1,878.

The Wangum Cut Glass Co., Hawley, Pa., has bought the entire equipment of the Hall & Callahan cut glass plant in Meriden, Conn., and had it shipped to Hawley. John Hall, of Hall & Callahan, died recently, and Mr. Callahan did not care to continue the business. It is said he will become superintendent of the Wangum plant.

#### AT CHICAGO.

BUSINESS in the crockery and glass sections of the department stores here continues unusually brisk, considering the season. A number of the stores are holding well-patronized sales for the purpose of removing left-over goods in order to make room for new merchandise.

The news has leaked out that two or three of the big buyers for State street stores placed practically all their dinnerware business prior to the first of the year. One buyer is said to have placed an order for \$35,000 worth in November. Tactics of this sort may account for the difficulty which late buyers of dinnerware are experiencing in getting their orders accepted for delivery any time this side of next summer.

John Jacklin, buyer for the crockery and glass department of one of the stores of Des Moines, Ia., is expected in the city next week.

Howard Fry, of the H. C. Fry Glass Co., was a visitor at the office of F. B. Tinker last week.

H. Seaman, of Herpolsheimer & Co., Grand Rapids, Mich., was in the city last week placing substantial orders for light cuttings.

Department stores, hotels and office buildings received a scare last week when the coal drivers' union went on a strike. The supply of coal at most of these places is very low, and a continued strike would have meant the closing of a number of them within a week. The situation did not admit of debate, and the union demands were met by the coal companies, so that the drivers went back to work on Monday.

The Pickard Studios will shortly add another kiln to take care of increased business.

The banquet of the Chicago Jewelers' Association, which was held in the ballroom of the Hotel La Salle on the night of January 16th, proved a great success. About three hundred were in attendance. One of the

features was the introduction, one after another, of the thirteen original colonies, each represented by a pretty girl. Illinois had the most beautiful of all, and the jewelry men howled their approval.

\* \*

O. C. Helm, of the Ira A. Jones Co., has left on a Western trip, to be gone several weeks.

\* \*

A. D. Goldsmith and John West, of the Powers Mercantile Co., St. Paul, were in the city buying goods last week.

\* \*

Travelers for the wholesale jewelry houses were getting out on the road again this week, armed with samples of the latest patterns in cut glass. The jewelers say they have felt the situation in the blank manu-

and Halsted streets, have accepted a cash offer of thirty cents on the dollar in settlement.

\* \*

E. E. Fricke, manager of the Chicago office of the Phoenix Glass Co., will leave in a few days on a road trip.

#### A UNIQUE CHINA SHOP.

THE accompanying illustration shows what is possibly the most unique china shop in the world. S. C. Hartwell, the proprietor, is an old-time crockery dealer who opened his first store on Main street, Gloucester, Mass., in 1878, but the "five and tens" and department stores put him out of business. In 1902 he



CHINA SHOP AT GLOUCESTER, MASS.

facturing field more than the stores selling to a cheaper class of trade. People who buy cut glass in a jewelry store, they explain, look for quality first.

\* \*

Miss Ella Brennan, buyer of glassware for Rothschild & Co., has returned from a visit to the Pittsburgh Exposition and the factories.

\* \*

John Ling, buyer of china and glassware for Mandel Bros., is again at his office after being in the East on a buying trip.

\* \*

G. L. Coleman, traveler for the Phoenix Glass Co., who has been in the city for the past couple of days, has again taken the road.

\* \*

Creditors of the North American Supply Co., a jewelry, cut glass and crockery concern at Sixty-first

opened a china and gift shop in his own house. Its six rooms and hall are used as salesrooms, and the cellar for the storing of stock. He is located about 200 feet from Gloucester's principal business street, notwithstanding which he has a large trade. He claims to be the first one to call his store a "gift shop."

#### EDWARD MILLER & CO. RENEW THEIR LEASE.

AFTER months of investigation regarding the merits and demerits of moving uptown Edward Miller & Co. have signed a lease of their present premises at 68-70 Park Place for a term of years. There is no lamp center uptown, and as they are within five minutes' walk of all the elevated roads, the subways and the ferries, they have concluded that they are conveniently



located for the trade. Their establishment is a landmark, they having been in the downtown district for close on to seventy-two years; and their determination to remain on Park Place will have a tendency to keep other lamp houses in the old district.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 23, 1917.

LIVERPOOL		
20	packages chinaware.....	J Davison
38	" " .....	Meakin & Ridgway
73	" " .....	W S Pitcairn
27	" " .....	Vogt & Dose
22	" " .....	H C Edmiston
13	" " .....	Fondeville & Van Iderstine
5	" " .....	Tiffany & Co
7	" " .....	Alpers & Mott
1	" " .....	Duveen Bros
2	" earthenware.....	States Forwarding Co
3	" " .....	W H Plummer & Co
18	" " .....	T S Todd & Co
34	" " .....	E Boote
4	" " .....	L Straus & Sons
5	" " .....	T Meadows & Co
40	" " .....	L A Consmitter
74	" " .....	Maddock & Miller
32	" " .....	G F Bassett & Co
2	" " .....	Lazarus & Rosenfeld
2	" " .....	J W Hampton & Co
4	" glassware.....	Davis Collamore & Co
5	" " .....	Tiffany & Co
19	" " .....	Bailey, Banks & Biddle

LONDON		
29	packages glassware.....	Miscellaneous Orders
1	" chinaware.....	" "

ROTTERDAM		
1	package earthenware.....	Basket Importing Co
1	" " .....	E Torlotting
276	" glassware.....	Graham & Zenger

PRINTING ON POTTERY DIRECT.

AT a recent meeting of the English Ceramic Society at Stoke-on-Trent a paper was read by Mr. W. Sharratt, entitled: "A Machine for Printing on Pottery Direct in One or More Colors."

The essayist mentioned that the only direct printing done at present is rubber stamping, the stamps being quite small, and the stamping done by hand. They are used extensively for gold stamping, but their usefulness is restricted to open line work. They are also used for stamping in color, but with an even more limited measure of success, the patterns being crude, clumsy, and of the lowest grade.

The great obstacle to printing on pottery direct is that pottery cannot be flattened out like a sheet of paper. If it is to be printed upon directly it must be with the aid of some flexible material that can be made to take the same shape as the pottery, that can be spread out flat to receive a coat of color from a roller, and that can afterwards, when pressed on the ware, leave a print. The material should also have good wearing qualities. Rubber has all the qualities indicated in an exceptional degree.

Continued on page 22.

ANNOUNCEMENT.

WHEN naming our new dinner service we inadvertently used a name which we now understand has been in use several months.

The name selected for our new dinner ware was announced in the trade journals, and later advertised. We were advised that the name was copyrighted by another manufacturer of ware. We presume this is right, but have not been able, as yet, to get any official record attesting to this fact.

We do not desire to infringe in any way by having a name already used by another manufacturer. Neither do we care to exploit a name and have another firm reap the benefit of our expense and advertising.

We have in mind at present one of the following names for our new service:

DOLLY MADISON,      BETSY ROSS,  
YORKTOWN,              CONCORD.

If any of these names are now in use for a dinner service by another manufacturer, please speak up, and we will eliminate same from our list of candidates.

THE SMITH-PHILLIPS CHINA CO.

East Liverpool, O.      William H. Phillips, Sec'y.

ESTABLISHED 1864.

Cartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

Three Blocks West of P. R. R. Depot.

WHEN coming to East Liverpool don't fail to call and see what we have to offer you for 1917. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

Continued from page 21.

Unfortunately, rubber stamping does not produce high-class work, even on paper, while on pottery it is even less satisfactory, except perhaps in the case of gold stamping, which is clear if simple.

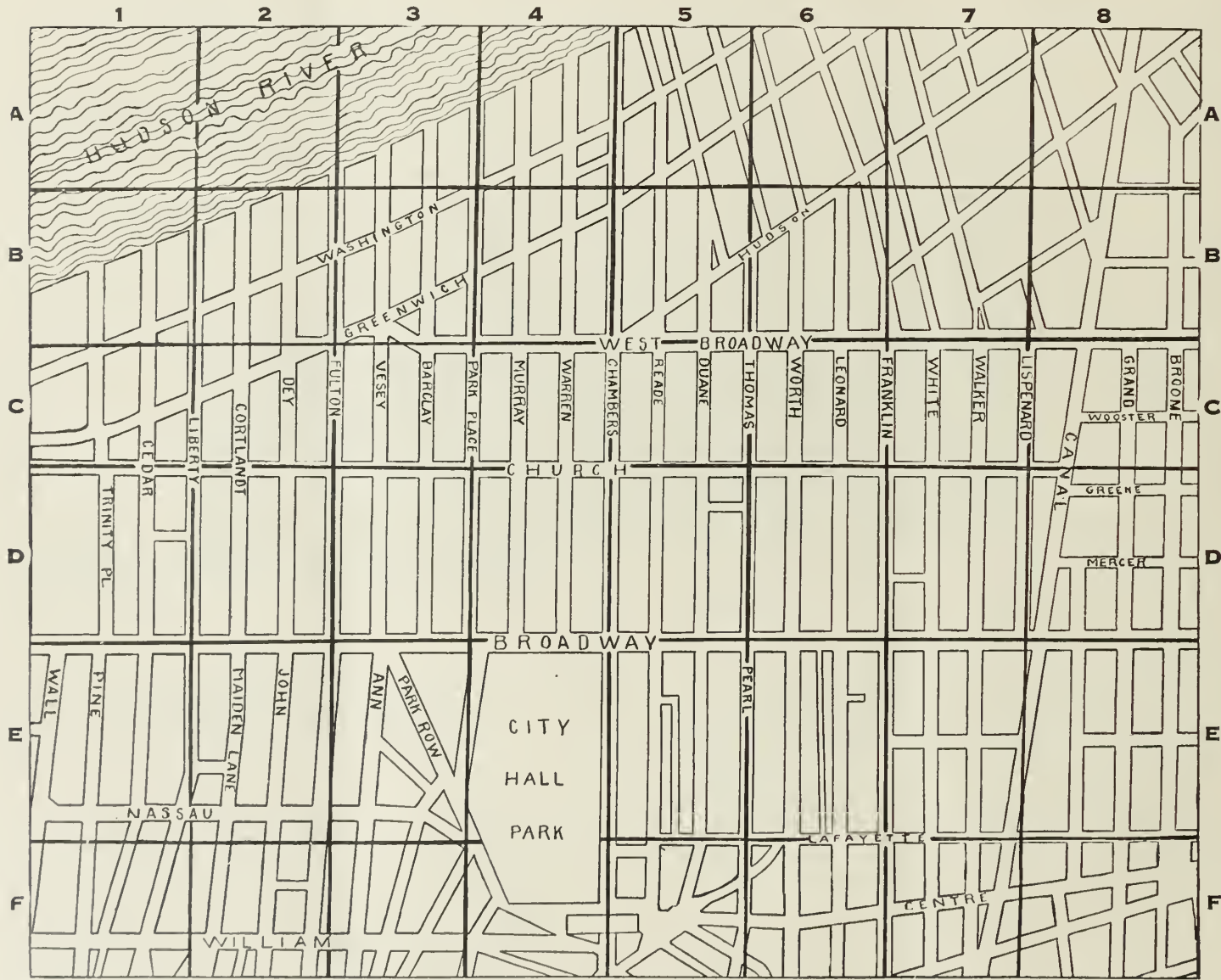
The essayist claims that rubber can now be prepared which will print equal to copper plate printing, and that the way is accordingly cleared for a direct printing machine. He also claims that a machine has been devised for holding the improved rubber, for applying a coat of color to it, for shaping it to the pottery and printing on the pottery, and for drawing it away again

to receive more color. The mechanism is too complicated to describe adequately in words, but drawings were shown to help in explaining the construction.

The machine will print up to sixty dozen articles in an hour (not counting any time for stoppages), and can be driven by a small electric motor of one h. p., or from shafting already established. The cost of driving would be very small. It would require two young persons to attend to it for putting the ware on and off. It would probably need the attention of a man, at least at intervals, in most cases; but an intelligent girl might

Continued on page 24.

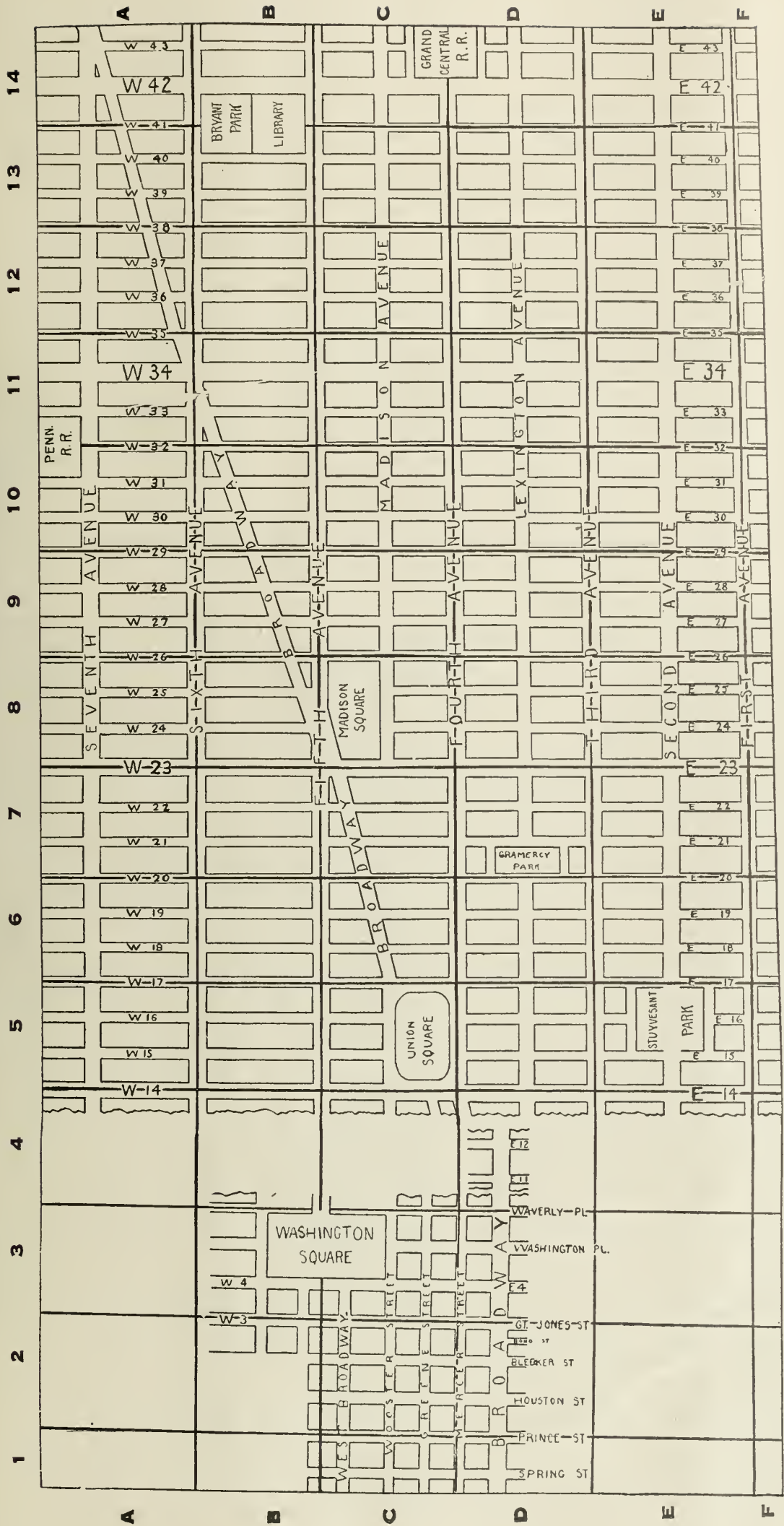
Locations of Firms in the Downtown District.



Bassett, G. P., & Co., 72-74 Park Place....	C 4	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C
Benedikt, H., 71 73 Murray St.....	B 4	Honesdale Decorating Co., 36 Murray St.	C 4	Roessler & Hasslacher, 100 William St...	E 2
Bernardaud, L., & Co., 46 Murray St....	C 4	Hines, J. J., 25 West Broadway.....	B 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Cambridge Glass Co., 52 W. B'way.....	B 4	Kupper, Herman C., 52 Murray St.....	C 4	Tarentum Glass Co., 25 W. B'way.....	C 3
Davison, John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tharaud, Justin, 25 W. B'way.....	3
Dorflinger, C., & Sons, 36 Murray St....	C 4	Miller, Edward, & Co., 68-70 Park Place..	C 3	Vogt & Dose, 65 Barclay St.....	C 3
Dinner & Miller Glass Co., 92 W. B'way.	B 4	Potomac Glass Co., 66 W. B'way.....	B 4	Williamsburgh Flint Glass Co., 96 Park Pl.	B 3
Drakenfeld, B. P. & Co., 50 Murray St..	C 4				
Fostoria Glass Co., 66 W. B'way.....	B 4				
Friedlaender, Oscar C., 40 Murray St....	C 4				



Locations of Firms in the Uptown District.



Bing, F., & Co.'s Successors, 67 Irving Pl. . . . .	D=6	Fry, H. C., Glass Co., 200 Fifth ave. . . . .	B=8	Koscherak Bros., 129-131 Fifth Ave. . . . .	C 6	Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. . . . .	B=8
Bloch, L. D., & Co., 153 Fifth ave. . . . .	C=7	Fonderville & Van Iderstine, 85 Fifth ave. . . . .	C=5	Lancaster Glass Co., 200 Fifth ave. . . . .	D-8	Roseville Pottery, 621 Fifth ave. . . . .	C-5
Boote, E., 35 W 23d. . . . .	B=8	Gillinder & Sons, 19 Madison ave. . . . .	C=8	Manhattan Brass Co., 332 E 28th. . . . .	F=9	Straub, Paul A., & Co., 105-107 Fifth ave. . . . .	C-5
Bradley & Hubbard Mfg. Co., 200 Fifth ave. . . . .	B=8	Gray, Horace C., Co., 200 Fifth ave. . . . .	B=8	Mogi, Momonoi & Co., 105 E 16th. . . . .	D=5	Tajimi Co., 597 Broadway. . . . .	D=2
Bryce Brothers Co., 240 Fifth ave. . . . .	B=9	Gredeluc, A., 129-131 Fifth ave. . . . .	B=7	Morimura Bros., 53-57 W 23d. . . . .	B=8	Torlotting, E., 35 W 23d. . . . .	B=8
Brush-McCoy Pottery Co., 1140-1146 B'way . . . . .	B 9	Guerin, Wm., & Co., 43-47 W 23d. . . . .	B=8	Noe, Wm. R., & Sons, 53-55 W 21st. . . . .	B 7	Takito, Ogawa & Co., 101 Fifth Ave. . . . .	C 6
Beryen, J. D., & Co., 239 Fifth ave. . . . .	C=9	Guernseyware, 16 W 23d. . . . .	B=7	Pairpoint Corporation, 43-47 W 23d. . . . .	B=8	United States Glass Co., 24th St. & B'way. . . . .	B=8
Brech, Albert J., 31 Union Square. . . . .	C=5	Haviland & Co., 11 E 36th. . . . .	C=12	Phoenix Glass Co., 230 Fifth ave. . . . .	B=9	Venon, J. H., Inc., 104 Fifth ave. . . . .	B=5
Colonial Co., 145 W 18th. . . . .	A=6	Haviland, Theodore, & Co., 200 Fifth ave. . . . .	B=8	Plume & Atwood Mfg. Co., 30 E 42d. . . . .	C-14	Van Gleckland Co., Inc., 110 W 40th. . . . .	A-13
Cox & Lafferty, 1140-1146 Broadway. . . . .	B 9	Haviland & Abbot Co., 95 Madison ave. . . . .	C=9	Pitcairn, W. S., 104 Fifth ave. . . . .	B=5	Wedgwood, K. L., 133 Fifth ave. . . . .	C=6
Dea Croix, C. J., 19 Madison ave. . . . .	C=8	Imperial Art Glass and Lamp Works, 205 W 19th. . . . .	A=6				
Dohrmann Commercial Co., 85 Fifth ave. . . . .	C=6						

Continued from page 22.

be trained; much depends on the class of work. When two articles are printed at once it will take three young persons to attend to it. A machine to print two articles at once—costing less to run and to make than two machines printing only one article each—would be very useful for rush orders. The first rubber would cost about as much as an engraving, but renewals would be very much less. No paper is used. The essayist was not prepared to state definitely just at present what price he could put a machine on the market for.

As regards a machine for printing two articles at once, although it is very complicated, it is very simple in its working, quite easy to attend to, and there are no parts specially liable to get out of order. But care is necessary in mixing the color properly before it is put in the machine, for otherwise there may be trouble in the printing; with color mixed properly, and the color regulator suitably adjusted, the machine prints satisfactorily without any trouble. When a new pat-

tern is first put in the machine it requires adjusting, but it needs no adjusting the next time it is put in, or on any subsequent occasion. Slight adjustments are necessary for every change in the shape of the ware to be printed. The fullest advantage is only obtained (as from machinery in general) by avoiding stoppages for changes and adjustments—that is, by having long runs on one class of work.

The pottery has to re-enter the machine for each color. The process is capable of further development. A machine has been fitted up to print badges in one color on all kinds of ware, from a saucer to a wash basin, and from a teacup to a ewer. The machine is adapted for working continuously by electric motor. By taking out certain fittings, and replacing them by others, the same machine could be made to print other patterns. A few samples of ware (tiles, muffins, and saucers) printed by this machine were exhibited, as well as some earlier trials and a specimen of rubber stamping by hand.

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# CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 1, 1917.

## THE CONDITION OF BUSINESS.



**New York** The buyers are here in force, and much earlier than is customary. They are hungry for goods—taking whatever they can get, and looking for more. By another week most of the new samples will be in—where any are coming—but the lines will not be as large as in ordinary years. The new wares, so far as seen, are remarkable. Owing to the turmoil and shortage of workmen in Europe it was not expected that there would be much advancement; but the improvement is really very great, and the samples include some of the prettiest things ever shown, both in design and coloring, although new shapes are scarce. It did not need these good things, however, to induce dealers to stock up. The deficit from Europe runs into big figures; and although the domestic potters are doing all they can, the shortage is so great that, as one house expressed it, "anything and everything goes."

Stocktaking has been in order in the retail stores of the metropolitan district for the past month, and now the buyers for these are in the market. Some of them have been preparing since last August for special sales, and say they will have an attractive line of goods to show. They are to be congratulated on their foresight. It goes without saying that they will get results.

Retail trade is unusually good for the time of year, not only in and around New York, but in every section of the country. The weather has been favorable, money seems plentiful, and, taking it all in all, except that there are not goods enough to go around, the retail men have very little cause for complaint.

As far as the future is concerned, what has already been said can only be reiterated. The demand will exceed the supply, and it will only be a question of getting goods as to how much can be sold. Prices are liable to hold about where they are for some time to come. There may be slight advances in some branches, but there is no possible chance of a reduction as long as raw materials and labor keep as high as they are, and as long as it is impossible to get goods from Germany.

It is still thought in some quarters that when the war stops there will be a flood of goods from Austria and Germany; but this does not seem possible. It is true there are some goods made over there, paid for, and lying at Rotterdam ready for shipment; but the entire amount would not appreciably affect the market, as the goods are all sold and the retailers are waiting for them. In any event the lack of shipping facilities would delay their delivery, and they would not all come over at once, but would drag along for months. It must be borne in mind that merchants in other industries are also wanting goods, and tonnage is scarce.



### **East Liverpool and Vicinity**

It is estimated that there has been a loss in production since January 1 of approximately forty per cent, due to gas shortage and freight embargoes. Absence of small help is also proving a source of annoyance, those employed in the clay shops not reporting regularly. Buyers realize that they have to anticipate their needs far in advance if they expect to pro-



fect their stocks. Prices continue firm. Collections are reported good.

#### **Pittsburgh and Vicinity**

Factories are simply filled with business. Never before at this season of the year have orders been as heavy as now, although production is not up to normal, on account of the shortage of gas and the scarcity of some lines of labor. Staples are oversold in almost every factory.

Store, said the damage to the plate glass windows on Smithfield street totaled \$35,000. Almost every window on the Smithfield street side of the "Big Store" was broken.

#### **HARTFORD, CONN., ALSO HAS CONFLAGRATION.**

The large department store of G. Fox & Co. and the Woolworth five and ten cent store in Hartford, Conn., were destroyed early Tuesday by a fire which threatened to sweep through the business center of the



Courtesy of "Pittsburgh Press."

RUINS OF McCRORY STORE, PITTSBURGH.

#### **BIG FIRE IN PITTSBURGH.**

**F**IRE which is supposed to have started in the basement of the J. G. McCrory five and ten cent store, Pittsburgh, January 27, and caused a loss estimated at over \$2,000,000, proved one of the worst that city has experienced in ten years.

J. G. McCrory, head of the chain of stores bearing his name, who went to Pittsburgh at once, said that it was impossible to determine what would be done or what the damage was, although he thought it might exceed \$125,000.

Edgar J. Kaufmann, of the Kaufmann Department

city. Early estimates placed the total loss at over \$500,000. The fire started in the basement of the Fox store, going rapidly through that structure and spreading to the Woolworth building adjacent.

#### **CAMBRIDGE GLASS CO. TO GO UPTOWN.**

**T**HE Cambridge Glass Co. have leased the fifth floor of 49 West Twenty-third street and hope to move about March 1. The new location is one door east of Morimura Bros.' new building, and right in the heart of the uptown district. Elegant fixtures will be installed to make the place one of the finest in the trade.





## THE QUARTER-CENTURY MARK.

### How the Pottery, Glass and Brass Salesmen's Association Was Formed.

IN January, 1892, a crockery salesman died. Nothing strange about that; men die every day, and crockery men are not exempt from the sickle-sweep of the Reaper. But this man's death was momentous. It meant the birth of a big institution. He was a "good fellow," and, like so many of his kind, was improvident. He left nothing, and some of his friends proposed a subscription to raise funds for a decent burial. Who would circulate the petition? W. S. Harris, then editor of the CROCKERY AND GLASS JOURNAL, was suggested. Would he do it? He would, and did.

While preparing the petition an idea occurred to him. It was not the first time he had been asked to do this thing, and it was not unlikely that the same situation would arise again. Why not get some of the salesmen to form a little association, chip in a few dollars a year, and thus secure a fund for such a purpose? He would propose it if the paper would back him. The paper would, and did. He visited a few of the men likely to take an interest in the project and proposed that a meeting be held after business hours at which, over a little dinner, the matter might be discussed. About fifty invitations were sent out, and on January 7th the meeting was held at Schumann & Pidgeon's restaurant on the southwest corner of Church and Murray streets.

We reproduce from our files an account of the affair as it appeared in the next issue of the CROCKERY AND GLASS JOURNAL:

#### OUR SALESMEN ROYALLY DINE.

#### A BIG TIME, AND A NEW ASSOCIATION FORMED.

Who's all right? Our traveling men are all right. When they go into a thing they go for a good time, and they have it. The peaceful quiet of paregoric may fill the human heart with rest, but "rest" is not in the salesmen's vocabulary, even when at dinner. This particular and enjoyable trait of the salesman's character was fully exemplified on the night of Thursday, January 7, 1892, when thirty of them sat around the big square table at Schumann & Pidgeon's, and kept things lively from six o'clock in the evening until after midnight without turning a hair or getting wet. The knights of the road who presented themselves at the old familiar cafe to enter into the joys of gastronomy and eventually become members of the newly-formed association of travelers and representatives were James Maccabe, of the Cumberland Glass Co.; Walt B. Wills, of the Whitney Glass Works; William R. Demorest, of Dithridge, Buena Vista, and other glass houses; Louis D. Seixas, of the Abram French Co., Boston; John Nixon, of the Fostoria Glass Co.; John E. Plummer, of the Chelsea China Co.; William Magee and Albert E. Snow, of the

Plume and Atwood Mfg. Co.; S. P. & W. H. Arnold, of Frank Haviland; George F. Mackey, of Ahrenfeldt & Son; J. Bourne Pinder, of the American China Decorating Co.; Alex. G. Menzies, of Usher & Osborne; Oliver C. Holmes, of Swann & Whitehead; Harry P. Muirheid, of the Ott & Brewer Co.; Charles Streiff and Frederick J. Levy, of the house of J. Pouyat; Edward Fox, of the Phoenix Glass Co.; Arthur J. Bailey, of the Lane Mfg. Co.; M. H. Deyo, Scranton Glass Co.; J. E. Mosheim and N. S. Kaplan, of J. E. Mosheim & Co.; A. Draper, Jr., and Charles Siegmund, of the newly-formed combination of Southern travelers known as Draper & Siegmund; Geo. M. Jaques and W. S. Harris, of the CROCKERY AND GLASS JOURNAL, and Con. Meyers, of the Whitney Glass Works.



W. S. HARRIS IN 1892.  
"Father" of the Association.

Mr. Jos. Burroughs, who appeared just as the boys were getting warmed up for the feed, was besieged by a number of personal friends and pressed to remain, which he did with becoming grace. The menu, which had been prepared for the delectation of the most critical of all table guests, was as follows:

Oysters  
Consomme Printaniere Royal  
Pate au Ris de Veau  
Lobster a la Newburg sur coquille  
Asparagus au Chambon Westphalia  
Filet de Boeuf au Champignon  
Petit Pois. Pommes Duchesse  
Canard a tete rouge. Laitue  
Pudding Diplomat. Glace au Fruit. Fruits. Fromage  
Petits Gateaux. Cafe

Nobody went shy on the feed part of the affair, as it was without question the best that Schuman & Pidgeon ever put before a party of banqueters. You can imagine the appreciation of it. The last oyster of the first course had barely slipped over the traveling epiglottis before there was a perfect fusilade of good-natured badinage that set the ball a-rolling, and from that time until the last round and wind-up there was not a second of absolute quiet in the room. Draper and his partner

came in late, and were favored with a symphony in G minor on vitrified china. Then a salute of sarcastic questions was fired at them until they took their places at the foot of the class. Another late arrival was Billy Magee, and when he came sailing down the room, as pretty as a picture, he received the serenade, "Oh, Billy Magee, Magraw," sung in all keys.

If you had heard Jimmy Maccabe recite "The Controllin' Power of Drink" you would have said that selling glassware was not his graft; or if you had seen Harry Muirheid expose the fakir you would have asked why he sells crockery. Think of alluding to Albert Snow's papa as the author of "Beautiful Snow"! Imagine Walt Wills down on the bill to do the fairy act; or Ned Fox giving an imitation of a man selling goods; or Billy Arnold preaching a sermon from an old order book; or Billy Demorest making a speech; and you would have wanted to be right there and take it in as one of them. Jimmy Maccabe led the orchestra—up to the piano—and Con. Meyers sang a song that surprised some of the boys. One thing is certain, and that is the positive ability of the traveling men to furnish all of the entertainment necessary to make an occasion of that kind a go; and unless we are greatly in error there will be more of it next year when the association increases its membership.

After the cigars were lighted and the cafe noir passed around, W. S. Harris was pressed into the chair as toastmaster. Following a short interval of silence he made a few cursory remarks regarding the object of the meeting, after which fun reigned supreme. Song and recitation, necromancy and juggling followed in lively order, until Billy Demorest got upon his feet and announced in a neat speech that the time had arrived when it was desirable and advantageous for the traveling men

These gentlemen will go to work at once to effect the organization and adopt a title.

*Araper & Siegmund*  
*Wm Magee* *H. Muirheid*  
*Con L. Meyer* *Geo. H. Jagers*  
*Wm A. Dooley* *Walt Wills*  
*W. S. Harris* *Ned Fox*  
*Geo. Logg* *Albert E. Snow*  
*W. S. Kaplan* *John N. V. Noyon*  
*Jam. P. Arnold* *Oliver C. Holmes*  
*Geo. H. Arnold* *Alex. S. Minton*  
*J. E. Plummer* *Geo. F. Mackey*  
*M. E. Deyo* *Emil Goeppner*  
*L. O. Seixas* *John E. Plummer*  
*W. R. Demorest* *Chas. Streiff*  
*W. S. Harris* *Jas. F. Maccabe*  
*Julius C. Plummer*

#### SIGNATURES OF DINERS.

The signatures reproduced here were taken from the back of a menu card which Chas. Streiff has preserved all these years.

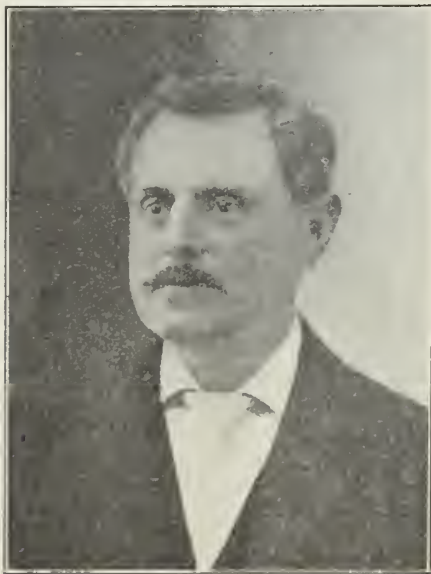
On January 16th the committee met, and the result was chronicled in our succeeding issue as follows:

#### THE POTTERY, GLASS AND BRASS SALESMEN'S ASSOCIATION OF AMERICA.

It is a big name, and it is going to be a big association. The first regular meeting of the executive committee of the P. G. B. S. Association of America was held in the warerooms of W. R. Demorest & Co., 46 Murray street, last Saturday afternoon, January 16th. Among those present were: The president, Louis Seixas; vice-president, James F. Maccabe; secretary, W. R. Demorest; Oliver C. Holmes, George Mackey, E. H. Fox, F. J. Levy.

The first business was the determination of the name; after various titles had been suggested it was voted to call it the Pottery, Glass and Brass Salesmen's Association of America.

The object of the association is set forth as being for sociability and mutual protection. The initiation fee is placed at one dollar, which will include dues for 1892. Any gentleman between the ages of twenty years and fifty years engaged in selling goods in any of the above mentioned three lines who is of good moral character is eligible to membership. Indoor salesmen as well as traveling men are included. The secretary is having proposition blanks prepared which may be had on application. Address W. R. Demorest. 46 Murray street. The idea of this association has taken like hot cakes, and inquiries are coming from various quarters for information. If the interest continues the membership will soon be the largest of anything of its kind on record.



LOUIS D. SEIXAS IN 1892.  
First President of the Association.

and salesmen of the china, glass, lamp and burner trades to organize an association for social and mutual benefit, and proposed that the company there assembled go into the matter of organization at once. The proposition was received with cheers, and everyone present entered heartily into the spirit of the scheme.

A temporary committee was appointed to nominate permanent officers, with the following result: Louis Seixas, president; Jas. F. Maccabe, vice-president; W. R. Demorest, secretary; Albert E. Snow, treasurer; board of directors, O. C. Holmes, M. E. Deyo, George F. Mackey, Emil Goeppner, John E. Plummer.



## BOSTON BUSINESS NOTES.

THE Massachusetts Cost of Living Commission says in its statement this week:

"We would call attention to a costly phase of retail business in Boston that contributes needlessly to the high cost of living. Multitudes of the people buy a great part of their merchandise from department stores or other large shops. The price is materially enhanced by three practices—the delivery of purchases, the giving of credit, and the return of goods sent 'on approval'. Figures from representatives of these stores indicate that, did not these practices exist, the wares could be sold for one-tenth less, and yet produce exactly the same profit for the merchant. However wasteful any or all of these practices may be, yet they are services for which some of the people think themselves well able to pay and for which they are quite willing to pay. The harm comes from the fact that they are not asked to pay, except as they share with all other buyers what is now treated as a general expense of the store. The person who pays and carries home the articles purchased pays the same as he who buys on credit and has the store deliver. The result is that the working-man has to pay, say a dollar, more for his dinner set merely because the well-to-do dislike carrying bundles, prefer charge accounts, and indulge their whims in the matter of returning goods.

"We are of the opinion that service ought to be paid for by the customer who wants it, and ought not to be paid for by the customer who does not get it. Few, if any, of the merchants like the situation. They have been driven to it by competitive influences. Most of them frankly say that they have been unable to reach agreement, and that without agreement each would be at the mercy of his competitors."

It is time for the merchants to get together, and there are signs that the Retail Trade Board may bring about the necessary concerted action.

Revival of the famous old East Boston Pottery has been brought about by the Malden China Co. taking a long lease of the plant. I. L. Shear, head of the latter concern, started work the last of this week getting the molds changed over so as to make semi-porcelain instead of the thicker "C C" ware formerly turned out. Much new machinery has been set up, and other machines repaired. His intention is to turn out dinnerware, much of which will be decorated at his Malden plant and the rest sold in the white.

It's hard enough to get glass shipments started, without having them wrecked on the way. The other day a whole carload got as far as Waltham station when a collision ripped half the side of the car off, and the crates were strewn over the ground for yards around. Strange to say, however, comparatively little glass was broken.

The estate of the late Ralph H. White, president of the R. H. White Co. is estimated at \$2,600,000,—personal, \$2,300,000; real, \$300,000.

The Eaton-Whipple Co. has been incorporated at Fitchburg with a capital stock of \$10,000. President,

W. H. Eaton; treasurer, W. E. Whipple; clerk, Nellie C. Whipple. Eaton & Whipple have been in business there for several years and are well known to the trade.

Frederick Koeller, senior member of Koeller & Son, 17 Portland street, Quincy, died this week, aged fifty-five.

Charles C. Ferris, president of the Gilchrist Co., and Edward H. Bell, of the Jordan-Marsh Co., spoke the other night at a meeting in the interest of the new Central Y. W. C. A., which all the department stores are helping because of the benefits accruing to their girls.

The Museum of Fine Arts is starting a course in Colonial art which includes glass, ceramics, silver and metal work and furniture designing.

The directors of the Jones, McDuffee & Stratton Co. have elected Theodore Jones president and Solomon P. Stratton treasurer of that company.

Representatives of the leading department stores and a large number of retail business and credit organizations appeared this week before the Legislative Committee on Legal Affairs in favor of a bill to require persons engaged in moving household goods from one municipality to another to report their operations to the city or town clerk. The purpose of the bill is to enable merchants to trace customers who move without paying their bills. Thousands of dollars are lost to merchants every year in this way, it is said.

John D. Robertson, of The Robertson Co., crockery, glass and kitchen goods, Lowell, has been elected president of the Old Lowell National Bank.

J. W. Halliwell, buyer for the Henry L. Kincaide Co., is having extensive alterations made in his department.

## CROCKERY AND GLASSWARE EXPORTS.

OUR exports of crockery are increasing, but not enough to cause any shortage for home consumption. According to government reports, we exported domestic chinaware (sic) to the value of \$126,316 in the eleven months ending November, 1914, and earthen and stone ware valued at \$372,474. For the corresponding time in 1915: chinaware (sic) \$141,111, earthen and stoneware \$276,178. For 1916 the amounts are \$235,973 and \$534,836.

The exports of glass make a bigger showing. For the eleven months ending November, 1914, we exported, besides plate, window and bottles, glass valued at \$2,100,417. In 1915 \$3,408,634, and in 1916 \$5,468,367.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 1, 1917

THE action of the German Government in declaring a blockade against England and France presages more difficulties in the way of china importations.

THE formation of a "discussion club," by the East Liverpool manufacturing potters is a capital move. There is nothing like a heart-to-heart talk to counteract rumors and false statements. Information can be gleaned that will be of benefit to all. Petty jealousies often stand in the way of progress, and much friction can be avoided when men "talk right out in meetin'." It is one of the best ideas formulated in the pottery industry for years. Let every man act on the square, and much good will come of it.

### DON'T STATE ANYTHING YOU CAN'T PROVE.

IT is not an uncommon thing for a salesman to tell a customer that the line he is showing is the "best ever put on the market"; that the goods "are prettier, better and cheaper than anything of the kind ever produced." Now, unless that salesman has had an opportunity of inspecting all the lines offered, such a statement is ridiculous. If he has not seen what other concerns make he cannot truthfully assert that his line is better than others.

Perhaps the buyer to whom he is talking has already been through the market and seen even better

and prettier things at equal or lower prices. What, then, must he think as he listens to such talk? The goods may just possibly be what the salesman claims; but assuredly he is not in a position to say so, because he has not—in fact, cannot—see all the new goods as soon as they come out. It would be wise for salesmen to go slowly in making statements they cannot substantiate.

## PERSONAL.

ONE of the buyers for whom the war has no dread is "Lou" Carter, with N. Snellenburg & Co., Philadelphia, who is booked to sail on the Noor-dam Saturday. He will make as extensive a tour of Europe as conditions permit in search of new goods in china and glassware. Sailing on the same ship will be Max Strensch, of Koscherak Bros., to pay a visit to the various factories with which his concern does business as well as look for new lines. The voyage will thus be made more pleasant for both these gentlemen.



H. B. Thistle, Jr., of the Cox & Lafferty sales staff, came in from his territory for a conference with the concern over the week-end, leaving again on Monday for a trip through New York State.



Geo. S. Miller, buyer for the Omaha (Neb.) Crockery Co., who was in this city placing orders, received a telegram on Monday containing the sad news of his father's death. He had been in ill health for some time, but his demise was quite unexpected. Together with Mrs. Miller, who had accompanied him on his trip, he left immediately for home. He expects to return later to complete his buying.



C. F. Levens, traveling representative for the American Import Co. in territory west of Chicago, who has been in charge of the concern's exhibit at the Fort Pitt Hotel, Pittsburgh, is expected to visit New York within a few days.



Wm. M. P. Webster and W. G. Ryan, of Webster, Smith & Co., Halifax, N. S., were registered at the Herald Square Hotel this week on their way home from Pittsburgh. They said that last year was the best in the history of the twenty years they had been in business.



Geo. L. Kraatz, for a number of years vice-president of the Haskins Glass Co., Wheeling, W. Va., and since the dissolution of that company connected with the Macbeth-Evans Glass Co., has resigned his position with the last-named corporation to become president of



the Marion (O.) Glass Mfg. Co., which is fast completing its plant and will soon be in a position to begin operations.



Joseph Bieber, of A. Leipzig, Inc., importers and manufacturers of basket and willow ware, and well known to buyers throughout the trade, has the sympathy of a host of friends in the death of his wife, which occurred very suddenly last week at Lakewood, N. J., where they were spending a few days for the benefit of Mr. Bieber's health. Starting out to take a walk after dinner, they had only gone a short distance when Mrs. Bieber fell over dead from heart disease.



Thos. G. Jones returned to his desk on Monday after having been confined to his home last week by an attack of grip.



M. K. Lindner, merchandise manager for the Nathan-Dohrmann Co., San Francisco, accompanied by L. J. Rissmann, also with the concern, arrived in New York last Saturday on his usual buying trip.



H. M. Anderson, of the Lonaconing (Md.) Glass Co., is in New York this week conferring with Arthur A. Bean, agent for the line. Mr. Anderson says the repairs to the factory, which was badly damaged by fire some time ago, are progressing rapidly, and they expect to be ready to make shipments by March 1.



Alfred Fanti, resident buyer, 120 West Thirty-second street, will hereafter buy for both Crowley, Milner & Co. and the Goldberg Bros., of Detroit. The latter recently sold out to Crowley, Milner & Co., who have renamed the store "The Emporium."



W. H. Phillips, of the Smith-Phillips China Co., East Liverpool, accompanied by Mrs. Phillips, sailed from New York on Wednesday for a cruise among the West Indian Islands. They will be gone five or six weeks.



Oscar Volker, who has been for the past year with N. Snellenburg & Co., Philadelphia, and previously for many years with Gimbel Bros. of the same city, took charge of the crockery and glass department of the Kaufman & Baer Co., Pittsburgh, on the first of the month, succeeding Leon Moses.



W. E. Wells, secretary of the Homer Laughlin China Co., is in Washington this week attending the meeting of the Chamber of Commerce of the United States.



Edw. Butler, who sells lighting glassware for Fon-

deville & Van Iderstine, started last Saturday for New England, with Boston as his objective point.



Howard R. Harr, with H. P. Chandlee, Sons & Co., Baltimore, Md., is in town placing orders.



Geo. Lemcke, whom everybody remembers as part and parcel of the old firm of Bawo & Dotter, is now established at 85 Fifth avenue showing lines from the Quaker City Cut Glass Co., Philadelphia.



Oscar Koppel, president of Rowland & Marsellus Co., who went to Japan the last part of October, is back at his desk. He brought over a large lot of very fine samples of Oriental ware, both in pottery and glass.



H. Kashins left last Saturday to show Philadelphia, Baltimore and Washington his new lines of cut glass. He expects to return to New York for the week-end and leave next Monday for a short tour of New England.



Theo. Jones, president of the Jones, McDuffee & Stratton Co., Boston, registered at the Hotel Biltmore on Monday for a week's stay here.



Geo. F. Ruby, factory representative, Chicago, after stopping off at Boston, his old home, to pay a visit to his mother, arrived in New York on Monday to confer with the Tajimi Co., whose line he represents in the Western city.



Maurice A. Smith, vice-president, and D. B. Pilkey, treasurer, of the McKee Glass Co., accompanied by their wives, are in the city this week, principally to see the sights, and it is reported that the receipts at several of the theatres have been materially swollen on account of their visit. Incidentally, the gentlemen are finding time to discuss factory matters with their New York representative, Thos. G. Jones.

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## WHOLESALE MEET.

THE annual meeting of the Wholesalers in Crockery and Glass in the United States was held at the Hotel Biltmore on Tuesday. These meetings are somewhat in the nature of family affairs. A luncheon is provided, and while discussing it matters pertaining to business are informally talked about. They differ materially from the old-time jobbers' meetings, when perhaps a hundred and fifty were present. Now if twenty-five or thirty gather, as was about the number this week, it is considered a good assemblage. Among those present were Robert Slimmon, James Davison,

K. L. Wedgwood, John J. Miller, E. H. Pitkin, W. Howell, Guy C. Robinson, M. Shoup, Wm. A. Maurer, Theo. Jones, Geo. Fresch, A. L. Burbank, Geo. Stuart, Crawford James, W. S. Pitcairn, Geo. Jones, E. J. Ridgway, M. K. Lindner, and Charles S. Dennis, actuary.

### MORIMURA BROS.' NEW HOME.

ON the site of the old Eden Musee, 53-57 West Twenty-third street, running through to Twenty-fourth, Morimura Bros., occupying five floors and basement, have one of the finest establishments of its kind in New York.

Entering from Twenty-third street, on the main floor one sees first a telephone switchboard and information bureau. To the right are the offices of the bookkeepers. To the left is the conference room, handsomely furnished, where the members of the firm can meet to discuss business matters. Back of this are the salesmen's desks. The rest of the floor is devoted principally to the display of samples of china carried in stock, although in the rear may be found art and decorative goods and a large-sized room reserved for lamps and lamp shades. Along the sides and end of this immense wareroom are galleries, forming a mezzanine floor. In the east gallery are the private offices of the members of the firm, traffic and custom house departments, filing room and adjuster's offices. The opposite side is devoted to furniture, screens and upholstery goods. At the back are the stenographers.

The second floor contains china, fancy goods and specialties, and there are three rooms, beautifully decorated in pink panels with French gray trimmings, devoted to special import samples. On the Twenty-fourth street side is the designing department.

The third floor is given over to toys, novelties and baskets. The space is divided into several rooms, one of which is the kitchen, with range, refrigerator, and all the necessary utensils. There are three dining rooms—one for the firm, the others for the male and female employees respectively. Every day from 12 to 2 luncheon is served here, tea and coffee being free, and the meals charged at actual cost to such as desire to eat there. So far there have been from eighty to ninety every day. On this floor is also the photograph gallery, equipped with every modern essential.

The fourth floor is devoted to fancy dry goods, two rooms being arranged with triplex mirrors, tables, chairs, etc., for the easy and careful selection of the fabrics.

The fifth floor is used entirely for packing and unpacking, and the basement for stock.

The whole building is equipped with the very best sanitary devices, and, being designed especially for the concern, contains every convenience.

Large additions have been made to their stock and

samples, and a visit to the establishment will prove a delight to any buyer; for whether he purchases or not he cannot fail to be interested.

### OBITUARY.

AT his home in this city, on Saturday last, John R. Dos Passos, a noted corporation lawyer and author of several legal works, died of pneumonia, in his seventy-first year. He was concerned in the foundation of several combinations, notably the so-called "Sugar Trust," and late in the nineteenth century tried to combine the pottery trade. He was nearly successful, and was so confident he would succeed that he was reported as having bought outright, or had pledged himself to buy, a small plant. But the plan fell through. It is said that he spent more than \$125,000 of his own money in the venture. And what it cost the potters no one ever knew.

John J. Gibbons, a member of the firm of Gilman Collamore & Co., china and glass merchants at Fifth avenue and Thirtieth street, died suddenly Monday night from an attack of heart disease at his home on Riverside Drive. He was seventy-two years old.

Jos. Solomon, an old-time crockery salesman, died last week of a complication of diseases which began with kidney trouble and developed into tuberculosis. He had been ailing for many months. Mr. Solomon was connected with the Morrisania Pottery when it was in Westchester avenue, later moving to the Eastern Boulevard. When the business was discontinued he became a manufacturers' agent, and at the time of his death had offices at 25 West Broadway, where he showed, among other lines, that of the Anchor Pottery, Trenton. He leaves a widow and one son about twelve years old. Mr. Solomon was fifty-four.

George P. Hawley, an old-time crockery man, for many years connected with Geo. F. Bassett & Co., this city, died in Washington, D. C., last week.

### BUSINESS BRIEFS.

The Burley Pottery Co., Crooksville, O., has been incorporated with capital of \$40,000.

\* \*

The local office of the Kaufmann & Baer Co., Pittsburgh, has removed from Madison avenue to 404 Fourth avenue, this city.

\* \*

Isaac Ackerman, conducting a five and ten cent store in Yonkers, has filed a petition in bankruptcy showing liabilities \$4,700 and assets \$1,600.





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
Tips to Dealers Looking for Ready  
Sellers.



### FOR IMMEDIATE DELIVERY.

Louis Wolf & Co. opened last week several invoices of Japanese goods and can deliver immediately on order baskets, tea sets, and many kinds of china. There is a great demand for this class of goods, and buyers will be glad of the opportunity to secure them at once. They have also a very attractive line of "Perfection" dolls, and another high-grade indestructible line with unusually lifelike faces. They have opened this year a new department of portable and standard lamps with wooden and bamboo bases and silk shades. These also they have entitled "Perfection." Their toy department is replete with an endless variety of all kinds of playthings, including furniture, wagons, doll carriages, and about everything else made of wood. They have one of the most perfect electric railway lines on the market. The engines have electric headlights and the cars are lighted by electricity. Cars and tracks are of steel and strongly made.

### NEW SAMPLES OF ENGLISH CHINA.

John Davison is in receipt of new samples of English china and is making the prettiest display in the history of the house. Back of them he has stock for immediate delivery of many articles. In these times of almost universal shortage this should be good news to the buyer.

### INCENSE-BURNERS.

An important feature of the large and varied array of Japanese goods shown by Mogi, Momonoi & Co. is an immense display of incense burners to meet the demand for the fast-growing incense-burning fad, which from present indications promises to sweep the country, and thereby furnish an outlet for one of the best money-makers to be had by dealers. Keeping in constant touch with the trend of the trade, this concern foresaw the unprecedented call that would be made for these items, and accordingly designed and made up a line that would be hard to surpass for quaint originality. The assortment comprises all sorts of beautiful styles in bronze, porcelain and earthenware. The firm have some up-to-the-minute selling ideas that are free for

the asking. Their advertisement on another page gives further particulars.

### AN OLD CREW IN A NEW BOAT.

Simultaneously with the withdrawal of David Maibrunn from the Straus, Hohenstein Co. on January 31 the announcement was made of the organization of a new concern of importers and manufacturers of silk lamp shades, lamps and lighting novelties with Mr. Maibrunn as its head. He is considered one of the best-posted men in the business and is known from coast to coast among the buyers. He was for eleven years with the H. Hohenstein Co., and with the Straus, Hohenstein Co. for six years. Associated with him is Walter T. Simmons, who will represent the company in this city and the East, as well as Myron Maibrunn, who will travel his old territory through the Middle West and West. Both of these gentlemen are well and favorably known in the lamp world through their long connection with the Straus, Hohenstein Co. Mr. Maibrunn has a large force of girls in his factory who have worked for several years under his direction with the latter concern, the acquisition of whom means the greatest degree of uninterrupted efficiency possible, from designing down to the finished article. Mr. Maibrunn has also secured the services of John Gally, who is to assume his familiar place as head of stock and shipping departments. In other words, the whole organization may be compared to an old crew in a new boat. The factory and showroom are located in spacious quarters occupying an entire floor of the building at 40-42 East Nineteenth street.

### ENGLISH CHINA AND EARTHENWARE.

One of the places of interest to the buyer contemplating a visit to the New York market is the sales-room of Edw. Boote, whose lines of English china and earthenware have been considerably augmented by the recent arrival of an array of attractive things that merit special attention. From Cauldon, Ltd., there is an assemblage of charming creations in china service plates, some of which have platinum incrustations in a variety of rich designs. There are any number of unusual patterns in powdered blue in combination with incrustated

gold, and some wonderful hand-painted floral designs. In earthenware dinner services there is an extremely attractive display of old Cauldon patterns, whose quaintness of design and coloring give them a distinctive charm, and a line of very modestly priced vases, jardinieres, plates, teapots, etc., in reproduction of very old designs consisting of striking all-over floral patterns on backgrounds of bright yellow, red and black. Wood & Sons, Ltd., have contributed a collection of remarkably clever dinnerware designs on a new square shape that is very pleasing. Among these are several Old Chinese effects, as well as an Old Rouen pattern which, besides being unique, introduces elaborate color combinations that are decidedly attractive.

MITCHELL, WOODBURY CO.'S SAMPLES.

R. W. Corey will be at the Hotel Imperial, this city, from the 5th to 17th inclusive with some particularly fine samples of dinnerware from the Mitchell, Woodbury Co., Boston.

ORIENTAL GOODS.

The aggressive buyer interested in the advancement of his department will not want to miss the wonderful display of Japanese and Chinese goods shown by the American Import Co., 220 Fourth avenue, corner of Eighteenth street, consisting of an assemblage



of lines designed to meet American requirements and yet retaining the essential Oriental charm. Among the distinctive things in pottery is an assortment of fine crackle ware with a three-quarter-inch gold band decoration on an array of salable items. Then there are a number of wonderful colors and new effects in splashed

and mottled glazes, such as an old rose, yellow, blue, deep green, brown, etc. A notable achievement is a gun metal or bronze pottery that is one of the best things of its kind on the market. Of special interest, since the supply has been shut off from Germany and greatly curtailed from France, is a display of all the wanted items in attractive shapes and beautiful body white ware for decorating.

JONES, M'DUFFEE & STRATTON CO 'S SAMPLES.

James P. Gordon, representing the Jones, McDuffee & Stratton Co., Boston, will be at the Hotel Imperial from February 5th to 24th with samples of the latest stock patterns and fancy goods—English, French and Japanese.

STILL GROWING.

NINE new names were added to the Pottery, Glass and Brass Salesmen's Association membership at a meeting of the Board of Management last Wednesday: William F. Walsh, secretary of the J. R. Gibney Co., New York; Myron Maibrunn, with the Maibrunn Co, New York; Bernard J. Schweitzer and Geo. E. Minard, with L. Bamberger & Co., Newark, N. J.; P. Sollmann, with Geo Borgfeldt & Co., New York; George A. McIntyre, with Emil F. Kupfer, Brooklyn; Toshishige Kawaji, with Morimura Bros., New York; Goldsmith B. Tuthill, treasurer of the Genesee Cut Glass Co., Rochester, N. Y.; Rudolph Hanau, china merchant, Washington, Pa.

The death claims of Hugh McBride and Joseph Solomon were ordered paid.

It was also voted at this meeting that the Annual Outing take place on Saturday, August 4, provided the steamer "Commander" could be secured for that date.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Jan. 16, '17	Correspond- ing period 1916	Exports Jan. 1st to Jan. 16, '17	Correspond ing period 1916
Boston .	117	48	117	110
New York .	181	223	804	378
Baltimore . .	91	176	136	256
Philadelphia...	40	....	40	9
New Orleans	....	....	....	14
Newport News.	....	....	....	....
San Francisco.	....	100	....	126
Portland, Me'.	38	18	65	19
Galveston.	....	....	....	....
Portland, Ore..	....	....	....	....
Inland Points..	....	72	....	74
Total..	467	637	1162	986



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Pottery manufacturers have formed a discussion club for the purpose of getting at the base of manufacturing troubles and to secure benefits through co-operation, and at a meeting held last Thursday night a number of problems were discussed. It was pointed out that many leaks in the clay shops, kiln departments and decorating shops might be stopped and a greater degree of efficiency in all branches secured. Manufacturing costs and the possible reduction of overhead charges are planned for future discussion. Protection of the industry and how best to serve to customers are also matters to be given serious consideration. Meetings are planned for once a month. The condition of the material market will be given serious thought at the February meeting.

Not in years has the production of pottery in this district shown such a falling off at this season of the year as was the case in January. Shortage of gas has resulted in kiln after kiln being lost. Inability to secure prompt delivery of coal on existing contracts is also greatly inconveniencing some manufacturers. While it has been possible to maintain sufficient supplies for boiler purposes, there has been a shortage for kiln firing.

The idea is advanced to maintain a Pottery Exposition here once or twice annually, along lines similar to those of the Furniture Exposition at Grand Rapids. Municipal backing will be sought in this enterprise should the manufacturers lend encouragement to the plan. Every pottery manufacturer in the district would be expected to show his lines in one central building, and a community automobile would be available to take buyers to any plant desired.

A plant for the manufacturing of bisque doll heads has been established here in a part of the former Brunt porcelain works.

Over fifty of his Masonic friends "suddenly" gathered at the home of B. C. Simms on the evening of January 25 and "had a party" to celebrate the

seventy-fifth anniversary of his birth. Mr. Simms, who is still hale and hearty, is associated with the management of the Thompson Pottery Co.

Hundreds of orders are being held up in the district because of the shortage in saucers and fruits. It has been impossible to maintain sufficient stocks of these two items to meet all requirements.

Canadian pottery buyers have ordered liberal quantities of souvenir plaques upon which the Canadian colors predominate.

On account for the heavy volume of orders now on file here many pottery salesmen will not go on the road until probably March 1. Manufacturers are maintaining their sales forces, no matter how crowded the order files are. Years have been spent in building up sales organizations, and to let salesmen go just because orders are plentiful now would be the height of folly.

Many buyers who have been here of late have been seeking heavy supplies of teas and plates.

S. Shofu and K. Fujioka, son and son-in-law respectively of a prominent porcelain manufacturer in Japan, arrived in East Liverpool last week for a visit of inspection of local pottery plants. The former is a student in the ceramic department of Alfred (N. Y.) University, where he is seeking to fit himself for the assistant managership of the plant when he returns to Japan. Up to this time they have visited various concerns at Boston, Syracuse, Buffalo, and other points, and will make stops at Columbus, Cleveland, Chicago and other cities in the Central States and West before reaching San Francisco. Mr. Fujioka will then sail for Japan with the information he has gleaned, while Mr. Shofu will return to Alfred University to continue his studies.

Owing to the retirement from business of Fred Sebring, the Saxon China Co.'s plant has been sold to the French China Co. The consideration was \$500,000. With this addi-

tion the capacity of the latter will be increased to thirty-five kilns. In a statement to the CROCKERY AND GLASS JOURNAL Fred Sebring says: "My only reason for disposing of the Saxon was that the buyers were willing to pay the price I asked. Ray Cliff will be my successor as manager, and he will continue the business along the same lines as heretofore. As for myself, I have not made any decision as to the future, but expect to take a short vacation and will decide later what I will do."

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#### NEXT WEEK'S BIG AFFAIR.

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THE annual banquet of the Salesmen's Association will be held at the Hotel Astor on Wednesday, February 7, at 7:30 p.m. Judging by the way the tickets are selling, it will be a great success as regards numbers.

Aside from being the silver jubilee of the Association, there are a number of reasons why every member who can should be present. The list of speakers includes Rev. Dr. Nehemiah Boynton, the well-known Brooklyn orator; Dr. Leslie Vickers, who recently returned from the war zone and will relate some exciting experiences in the trenches; Col. Ned Arden Flood, who can be depended upon for something humorous; Lee Kohns, whose utterances are always interesting; and Louis D. Seixas, who as the first president of the Association will indulge in reminiscences of former days. While it is highly probable that an ex-President of the United States may be added to the list, the committee refrains from making the announcement until it is absolutely sure of his acceptance.

This is not all the committee has provided. Several surprises are liable to be sprung at the right moment.

The musical programme will include the "Singadore Four," a quartette noted for its fine voices.

As a memento of the occasion a silver pencil with the inscription "1892—P. G. & B.—1917" will be presented to each diner.

Tables will be assigned to parties who desire them, if application is made to the secretary.

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#### WOOLWORTH ON FIFTH AVENUE.

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SHADES of Grand street! F. W. Woolworth & Co. have leased the premises at 463-465-469 Fifth avenue, separated from the northeast corner of Fortieth street by 467, and running back will have an entrance at No. 1 East Fortieth. This is right in the heart of the most fashionable and exclusive retail shopping district. As a business venture it is clever. Rich people are not averse to purchasing ten cent goods, as is evidenced by the way they throng this class of stores at the summer resorts. The location is not only on the main line of travel, but close to Forty-second street, where tens of thousands of commuters pass daily. But think of it in juxtaposition with the big fashionable establishments!

The name of our new dinner  
service is

**"DOLLY MADISON."**

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THE

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**Smith-Phillips China Co.,**

**EAST LIVERPOOL, OHIO.**

**WE** announce with pleasure  
the opening of the

**MAIBRUNN COMPANY, Inc.,**

Importers and Manufacturers  
of Lamp Shades, Candle and  
Electric Shades, Floor and  
Table Lamps, on February 1,  
1917, at 40-42 East Nineteenth  
Street.

Our line will be ready for  
inspection on February 5th.

**THE MAIBRUNN CO., Inc.**

Representatives:

WALTER T. SIMMONS,  
City and East.

MYRON MAIBRUNN,  
West and Middle West.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

Carload orders for packers' glassware are being refused by some factories, such lines being sold up for many months ahead. What the packers will do for containers is a problem. Up to a year ago orders for packers' glassware were always looked upon as good business.

"It was the greatest exposition of glass and pottery lines ever assembled under one roof," declared F. J. Miller, manager of the crockery and glassware department of G. Sommers & Co., St. Paul, Minn., before he left here for New York last Saturday. "Anybody could get anything they wanted, and they did not have to leave the Ft. Pitt Hotel," he said. Mr. Miller did not miss seeing a single line.

During the past week orders were placed here for portables to be delivered next September if they couldn't be shipped sooner. This is certainly anticipating the future.

In the assembly room at the Ft. Pitt Hotel on the evening of January 25 Louis Reizenstein entertained a party of friends in celebration of the thirty-fifth anniversary of his marriage.

The "dry" wave is interfering greatly with the former heavy demand for bar glassware, and manufacturers have started to play up the soda fountain lines strongly, as evidenced by the numerous items for druggists' and confectioners' needs shown at the glass exposition. And there is every reason for believing that these soda fountain lines will be increased during the year. It is announced by one glass salesman that he will show the full lines of his factory at the different druggists' and confectioners' conventions, and his example is likely to be widely followed.

While the Western Glass and Pottery Association has sufficient money in the treasury to meet all claims, the Board of Management has deemed it wise to call an extra assessment. As there have been no extras for a

number of years, it is felt that this will be no hardship to any of the members, while it will reinforce the treasury for eventualities attendant upon the winter season.

Clarence Heisey, of A. H. Heisey & Co., Newark, O., accompanied by Mrs. Heisey, spent the last week of January at the exposition.

"Uncle" Billy Patterson, dean of the glass salesmen, plans to make his home in Philadelphia hereafter and represent the Star Glass Co. in the Eastern territory.

The United States Glass Co. is arranging to add six new pieces to its No. 15,156 line, consisting of straw jars, crushed-fruit containers, sundaes and spoon holders for the special use of the soda fountain trade.

At the annual meeting of the stockholders of the Belmont Tumbler Works, Bellaire, O., Jan. 30, the following board of directors was elected: Harry A. Neff, R. G. Faris, James W. Stewart, R. L. Bowman and J. Morris DuBois.

Among the buyers registering in the glass and pottery district since our last issue were:

Elmer Stephens, with the Bakers' and Confectioners' Supply Co. Detroit.  
 Mr Horowitz, of the Empire Queensware Co, Cleveland.  
 W A Maurer, Council Bluffs, Iowa.  
 J P Stumm, with P H Butler Co.'s Stores, Pittsburgh.  
 Mr Templeton, of Templeton & Co. Butler, Pa.  
 Messrs Regnier and Shoup, of Regnier & Shoup Crockery Co, St Joseph, Mo.  
 H O Henderson, with Newman Mercantile Co, Joplin, Mo.  
 W C Zabel Co, Youngstown, O.  
 Messrs Joseph and Lindner, with Dohrmann Commercial Co, San Francisco.  
 Mr Smith, with Montgomery, Ward & Co, Chicago.  
 Mr Porter, of Porter & Co, Winnipeg, Canada.  
 Mr Meyers, with Sperry & Hutchinson, New York.  
 Mr Reams, with McClure Five and Ten Cent Syndicate, Atlanta, Ga.  
 J J Parkhurst, with S H Kress & Co, New York.  
 Mortimer Schwartz, with The Golden Rule, St Paul.  
 H K K Dennison, with John D Purcell Co, Lexington, Ky.

George Brown, with the Rudge & Guenzel Co, Lincoln, Neb.  
E W Morgenthaler, Milwaukee.  
J G McCrory, New York.  
Mr Gray, with Schipper & Block, Peoria, Ill.  
J H Dunkin and E G Lyons, with Rorabaugh-Brown Dry Goods Co, Oklahoma City, Ola.  
Mr Seville, with Zion Co-operative Mercantile Co, Salt Lake City.  
Mr McIntyre, of "McIntyre's", Thomas, W Va.

Among the members of the committee which arranged for the entertainment of the delegates who attended the annual conference of the National Foreign Trade Council, held at the William Penn Hotel, was Marion G. Bryce, president of the United States Glass Co. He was the sole representative of the glass industry on the committee.

The Fostoria Glass Co., Moundsville, W. Va., declared a two per cent dividend payable February 1. Transfer books close March 8 for an extra 1½ per cent dividend payable March 15.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

In addition to those noted under the head of "Personal," the following buyers were reported this week:

- E M Kyser, t, Marshall Field & Co, Chicago. 104 Worth.
- P L Beck, t, g, Baltimore (Md) Bargain House. 354 Fourth ave.
- M Rosenfield, t, Harris-Emery Co, Des Moines. 353 Fourth ave.
- A J Martin, t, g, Seattle D G Co. 225 Fourth ave.
- H Reinberg, t, The R W K Co, Chicago. 35 Union sq.
- W J Stuart, c, g, and W A Ricker, The Emporium, St Paul. 1239 B'way.
- M C Thiel, hf, t, Stone-Fisher Co, Tacoma. 1170 B'way.
- J Low, c, g, M Seller & Co, Portland, Ore. 43 Leonard,
- C W Neyhard, hf, Miller, Rhodes & Swartz, Norfolk. 1239 B'way.
- A Hertzka, hf, Spokane D G Co. 225 Fourth ave.
- J E Kincaid, hf, R C Beach Co, Lewiston, Idaho. Wellington.
- S R Maxwell, hf, C M Guggenhcimer, Lynchburg, Va. 1150 B'way.
- D G Donohue, hf, c, t, Castner-Knott D G Co, Nashville. 23 East 26th.
- Miss B Simon, g, Watt, Rettcw & Clay, Norfolk. 23 East 26th.
- A J Packe, hf, c, Burgess-Nash Co, Omaha. 1133 B'way.
- Miss M Springer, t, Hale Bros, San Francisco. 470 Fourth ave.
- Miss M Brennan, c, g, People's Store, Tacoma. 23 East 26th.
- S Weber, hf, Weber's Dept Store, Chicago. Hermitage.
- R M Wright, hf, c, D H Holmes Co, New Orleans. 15 East 26th.

- J W Horne, t, Kaufmann's Dept Store, Pittsburgh. 1261 B'way.
- H Kluter, c, Stewart & Co, Baltimore. 18 West 35th.
- C H Cohn, t, N Shure Co, Chicago. 874 B'way.
- H C Hall, hf, Glass Block Store, Duluth. 200 Fifth ave.
- U G Barr, hf, Reilly Bros & Raub, Lancaster, Pa. Herald sq.
- A W Wiedner, hf, W F Gable & Co, Altoona, Pa. 230 Fifth ave.
- H E Sexton, c, g, Phillips & Buttorff Mfg Co, Nashville. Imperial.
- E H Wolff, c, g, Heltman's, Chicago. 315 Fifth ave.
- T B Noonan, hf, Noonan Bros, Mahoncy, Pa. Herald sq.
- R D Beman, hf, hf, Brown & Co, Harrisburg. Park ave.
- J H Cody, l, North Adams, Mass. Wallick.
- L L Harris, c, g, Levy Bros D G Co, Houston. 1150 B'way.
- L Hirsch, t, Burgess D G Co, Birmingham, Ala. 1150 B'way.
- A J Martin, c, g, Seattle D G Co. 225 Fourth ave.
- W W Babcock, c, g, The Rothbert Co, Altoona, Pa. 1261 B'way.
- F C Parshall, c, Tuttle & Parshall Co, Plattsburgh. Murray Hill.
- J A Thompson, c, g, t, Thos C Watkins, Ltd, Hamilton, Ont. 23 East 26th.
- A N Silverstein, c, g, New Orleans Queensware Co. Hermitage.
- M Feldman, hf, Johnstown, N Y. Breslin.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 30, 1917.

BORDEAUX		
11 packages chinaware.....	E E Marks	
2 " ".....	American Shipping Co	
1 " ".....	M J Corbett & Co	
3 " ".....	Duveen Bros	
9 " glassware.....	Snow's Express Co	
2 " ".....	A L Audrain & Co	
4 " toys.....	A Chiris Co	
1 " ".....	Grey & Grey	
CHRISTIANIA		
2 packages chinaware.....	C Dahlen	
54 " ".....	J H Venon	
LA PALLICE		
70 packages chinaware.....	Theo Haviland & Co	
34 " ".....	Herman C Kupper	
9 " ".....	Justin Tharaud	
247 " ".....	Haviland & Co	
15 " ".....	L Bernardaud & Co	
34 " ".....	Wm Guerin & Co	
28 " ".....	Haviland & Abbot Co	
4 " ".....	Boughner & Son	
4 " ".....	Alpus & Mott	
10 " ".....	Nerlich & Co	
1 " ".....	London Crockery Co	
1 " glassware.....	S Bache & Co	
MARSEILLES		
7 packages earthenware.....	C A Reugjer	
BRISTOL		
1 package earthenware.....	A W Mills	



LIVERPOOL

13	packages earthenware.....	Fondeville & Van Iderstine
39	"	E Boote
3	"	Butler Bros
35	"	Maddock & Miller
11	"	G F Bassett & Co
7	"	G W Sheldon & Co
2	"	W H Plummer & Co
80	"	W S Pitcairn
5	glassware.....	Davis Collamore & Co
28	"	TW Morris & Co
2	"	G Collamore & Co
3	"	Rowland & Marsellus Co
11	"	T S Todd & Co
116	"	S Bache & Co
24	chinaware.....	Meakin & Ridgway
12	toys.....	Geo Borgfeldt & Co

LONDON

160	packages glassware.....	Brown Bros & Co
3	"	A J Taylor

GLASGOW

3	packages glassware.....	Anchor Line
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ROTTERDAM

21	packages glassware.....	NY C & H R R
17	"	Lunmore & Moore
3	earthenware.....	P C Kuyper & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

61	packages earthenware .....	Jones, McDuffee & Stratton Co
30	"	Mitchell, Woodbury Co
6	"	Stone & Downer Co
1	"	Richard Briggs & Co
21	"	American Express Co

FAR EAST

9	packages earthenware.....	Jones, McDuffee & Stratton Co
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AT CHICAGO.

THE question which every dealer here is asking is whether French china is scheduled to go any higher. The general opinion is that it will. The supply here is smaller than it has been at any time since the outbreak of the war, while the demand is greater than ever, being stimulated by the scarcity. To a certain extent it is true that part of the trade which would under ordinary circumstances have bought imported goods is now taking the product of the best domestic potteries. The greatest objection to domestic goods, according to department store buyers, is the thickness, and it is hoped that the experiments now in progress at many factories, which have for their object the production of thinner bodies in dinner sets, will be productive of success.

The Chicago Lamp and Fixture Co. has leased the entire third floor of the Kiper Building at 411 S. Sangamon street.

Thos. Butcher, who has been at the Palmer House during the month with samples from the Central Glass

Works, Wheeling, W. Va., expects to leave this week for a trip through his territory.

Tracy Bergen, who is in charge of the downtown sales office of the Paul Richter Co., contracted a severe cold on his return trip from Pittsburgh, but has not allowed it to keep him away from his duties.

Lewis Simpson, who represents a number of factory lines here, has taken the Chicago agency for the New Martinsville (W. Va.) Glass Co.

David Saunders, who is now the agent for a number of strong factory lines, has returned from Pittsburgh, where he spent the greater part of the month at the pottery and glass exposition. Mr. Saunders expects to have one or two new lines to announce soon.

J. W. Dalrymple, traveler for the Fostoria Glass Co., has left on a road trip.

Embargoes on the railroads are causing a great deal of annoyance to the wholesale houses here, which must look to the East for the bulk of their goods, and have proved a serious hindrance to the effort to stock up following the holidays.

A bill is before the State Legislature prohibiting the retail sale of whiskey. If it is passed the saloons will naturally have to go out of business, and that will mean a proportionate falling off in the sale of bar glassware.

B. F. Sinsheimer, Pacific Coast representative of the Cambridge (O.) Glass Co., dropped off here for a few days on his return trip to his headquarters at Portland, Ore. He has been in the East on his annual trip for about a month.

Pick's Progressive Association will shortly hold its annual meeting and election of officers. As usual, the meeting will take place at one of the downtown hotels.

The trial of fifteen labor agents, the majority of them members of the Electrical Workers' Union, on a charge of conspiracy to keep blacklisted lighting glass and fixture manufacturers out of this market, started last week.

MOVED AND READY FOR BUSINESS.

ALEX. P. DOCTOR, New York representative of the Central Glass Works, is installed in his new quarters in the Albemarle Building, Twenty-fourth street and Fifth avenue, and celebrates the opening by showing a new line of etched goods in gold-encrusted ware and three other lines new in shape and ornamentation.

From the Camden City Cut Glass Co. he has received half a dozen new things, including flower vases, goblets, and other articles. Mr. Doctor's wareroom is very handsome and reflects great credit upon his taste in arrangement.

THE LADY OF THE LIFT.

THIS morning, while shopping in a large store, I had need to use the lift, writes a lady contributor to the Liverpool, Eng., "Daily Post." Its conductor, a pretty girl, was engaged in earnest converse with another of the "young ladies."

"China department, third floor!" said I.

"He wants me to change my religion," said the lift lady.

"What cheek!" cried her friend.  
"Yes, I thought it was nearly the limit."  
"China department, please!" I requested.  
"You see," explained the girl, "he is an Irishman, and he wants me to turn Roman Catholic."  
"I don't advise you to," said her friend.  
"I'm not sure that I shall," reflected the lift lady.  
"I've by no means made up my mind."  
"When you have," I said, politely, but very earnestly, "would you mind taking me to the china department?"

I still shiver as the result of the icy glance and frozen silence with which she acceded to my request.

HE who lacks energy lacks the secret of accomplishment.

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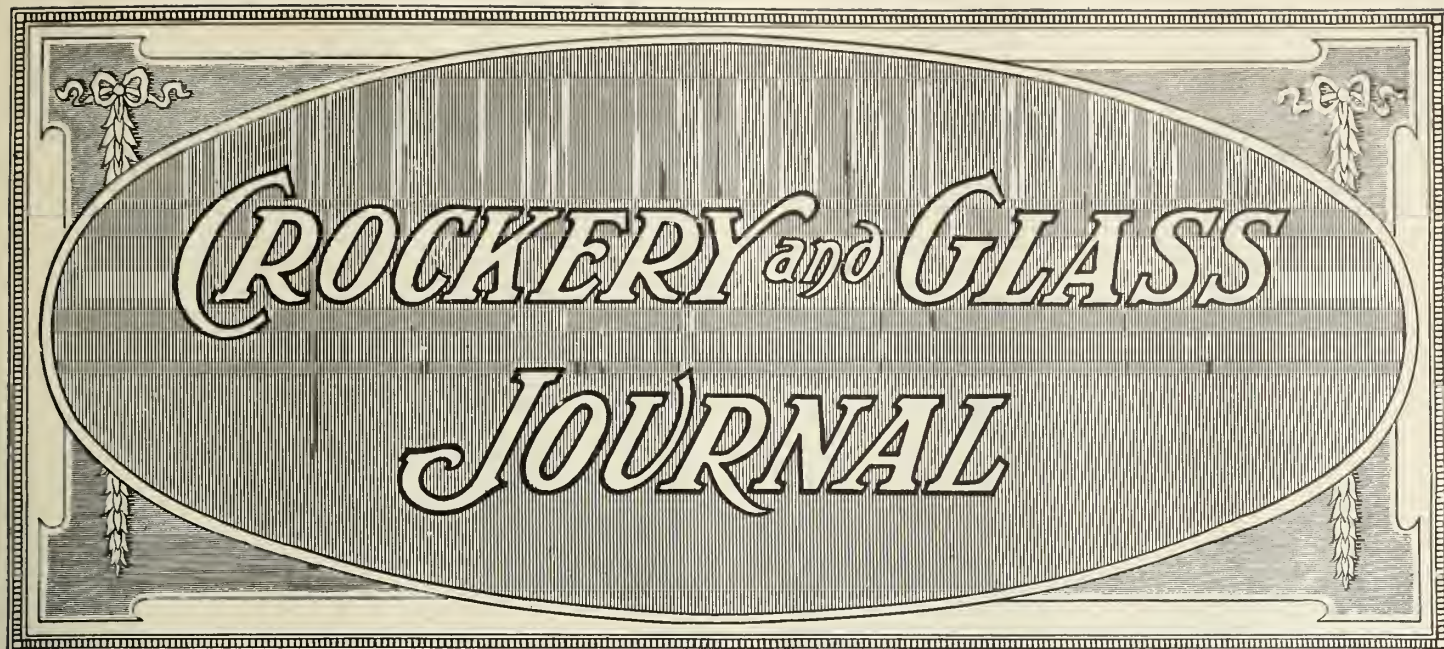
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NEW YORK, FEB. 8, 1917.

## SILVER JUBILEE OF THE POTTERY, GLASS AND BRASS SALESMEN'S ASSOCIATION.

**Affair Takes on a Patriotic Tone. Flag-bedecked Tables and Ringing Cheers for the President of the United States are Features of the Occasion.**



**I**NDUBITABLE evidence of how much the Pottery, Glass and Brass Salesmen's Association does to promote sociability among the members of the trade was never more strikingly shown than last Wednesday night at the Hotel Astor, when the annual banquet, which also marked the celebration of the silver jubilee in commemoration of the twenty-fifth year of the organization's existence, occurred. "One of those genial, get-together times in which goodfellowship reigns supreme" best describes the spirit of the affair. Everyone seemed to feel a pride in the success of the occasion and the fact that he was a member of the organization.

Long before the doors to the banquet hall were opened the guests and their friends gathered to exchange greetings and otherwise enjoy themselves, and by the time President Dithridge led the way to dinner appetites were sharpened to a degree that assured full justice being done the menu.

The dining room was an impressive sight. A huge American flag, beautifully festooned, formed a background for the flower-banked "Founders' Table," usually called the speaker's table, but appropriately renamed for this occasion in honor of the gentlemen who were the means of organizing the Association a quarter of a century ago. Here the surviving members occupied seats, together with the president, toastmaster and speakers. At the many small tables arranged through-

out the spacious room were seated the "Who's Who" of china and glassdom.

As the diners took their places the big hall fairly rang as nearly 300 voices sang "The Star Spangled Banner." It has no doubt been rendered better, but never with a more enthusiasm.

When quiet was finally restored and the guests seated President Dithridge, after duly welcoming them proposed a toast to the President of the United States. This brought about another patriotic outburst, ending with the singing of "America."

### MENU

	Huitres de Cape Cod
	Veloute de Canard Mallard, St. Hubert
Olives	Celeri                      Noix sarees
	Supreme de Bass raye saute, Bresilienne
	Kernel d'Agneau, Bercy
	Pommes de terre Fondantes
	Haricots verts de Floride gratines
	Mandarine glacee, Fine Champagne
	Pigeonneau Royal roti farci au Cresson
	Salade de Saison
	Glace Rosadelle
	Petitis Fours
	Cafe Noir
	Haut Barsac, 1904



When coffee was served and cigars lighted, shortly after ten o'clock, the toastmaster introduced Robert Willis, known as "the man who kissed the Blarney Stone," who kept his listeners in royal good humor with funny stories for a quarter of an hour.

Mr. Dithridge then spoke as follows:

During the past day or two I have been in the clutches of the conflicting emotions of pleasure and apprehension—pleasure in the thought of meeting you all here; apprehension because of the dread of losing my memory or my voice while facing this big gathering.

As I entered the hotel this evening I saw some of our members downstairs breaking Billy Sunday Pitcairn's "no cocktail" rule, and confess that I skidded up to the rail, too.



J. DUNCAN DITHRIDGE, PRESIDENT.

As I came upstairs I thought of the story of the mouse who had been pursued all day by a belligerent and ruthless cat. He finally made his escape into the wine cellar, and in the course of his flight found himself in a pool of wine which a careless butler had spilled on the floor. Being thirsty, he stopped to refresh himself. He drank deeply, and as he drank his spirits and his courage revived. Turning around, he threw out his chest, started boldly upstairs, and said: "Now bring on your damn cat!"

It will doubtless be comforting to you to know that I shall make no attempt to "scale the dizzy heights of oratory." I would only succeed in convicting myself of oratorical assault and battery. Besides, the laborious, mountain-climbing type of eloquence is now out of date. Aviation is now the thing. Our dinner committee have provided a corps of distinguished oratorical aviators, and I shall be content to let you soar aloft with them, relinquishing my prerogative to the modern and improved type of "Demosthenese."

Yet, my friends, I have something to say. It is a great pleasure to me to be present on this twenty-fifth anniversary. I deem it a great privilege and honor to

be your president on this happy occasion, and, if you will permit me, I will tell briefly the little story of some of the things accomplished during the past twelve months.

Last year when we dined together here our membership was 915. To-night we are 1,100 strong—an increase of about twenty per cent—the greatest in the history of our Association. This increase was almost entirely due to the hustling teams and their friends in the Boosters' Campaign.

While we have no teams this year, we have 1,100 wide-awake members and a lot of hustling, energetic territorial vice-presidents, and we are going to throw the job wide open to you and to them to push our membership way beyond the 1,500 mark before this year passes into history. It would be some jubilee year if every member here to-night would take out his little red book and promise himself that he will get at least one new member within the next ninety days. If we will do this we will be a glorious big family of 1,500 by May 15, and our Association will have the greatest potential strength it has ever had. Then we can all look back with pride to this twenty-fifth anniversary this Silver Jubilee, and each feel that he has done his part.

Mr. Dithridge took occasion to pay tribute to the capable and faithful work of Mr. O'Gorman on behalf of the Association, and voiced the regret of the members at his absence on account of illness.

He then called upon L. D. Seixas, the first president of the Association.

Mr. Seixas said that it was utterly impossible to realize that twenty-five years had elapsed since the Association was started. When he gathered with a few others at Schumann & Pidgeon's twenty five years ago he little dreamt that it would grow to such proportions. He recalled the first death of a member, before there was the necessary amount in the treasury to pay the claim, and told how Wm. R. Demorest, then secretary of the Association, had volunteered to loan the money, and compared that condition with the \$17,000 reserve fund now in the treasury. He also spoke of the great difficulty experienced in raising money to bury a deserving member of the trade prior to the organization's existence, and cited several pathetic instances.

At the conclusion of his speech a toast was drunk to Mr. Seixas.

"Gentlemen," then said Mr. Dithridge, "I would like to introduce as the next speaker one of the Association's oldest members—Wm. S. Harris."

Mr. Harris told of how the idea of organizing the Association was conceived, substantially as related in our last week's issue, and concluded by giving an imitation of James Maccabe's recitation, "The Controllin' Influence of Drink," on the occasion of the famous meeting at Schumann & Pidgeon's.

In introducing Lee Kohns, of L. Straus & Sons, the toastmaster said: "The dinner committee displayed much wisdom when they hit upon the idea of inviting a speaker from our own circle, and showed sound judgment in selecting a man who is broadly known in the various industries represented here, and than whom none commands greater honor and respect."



Mr. Kohns said he did not propose to tire his listeners by taking up too much time. He did not want to be like the rector of a church in England who asked a rustic one day why it was that when he preached he did so to empty benches, and when the curate preached the benches were full. The rustic, in reply, said: "Well, sir, when you say 'lastly' you last, but when the the curate says 'conclude' he do conclude." "These are critical and stirring times in the affairs of the world and of the nation," he went on—"times that try men's sculs and that call for patience, forbearance and calmness—times which call for the most complete and absolute loyalty of every man, woman and child to our country and its flag. Let us pledge our unqualified support to our President, and let us hold up the hands of those whom we have placed in positions of power to safeguard our interests and to conserve our welfare."

"I congratulate you upon attaining your silver jubilee. There is every reason to rejoice that in the quarter of a century of the existence of this organization it has so much of accomplishment to its credit, and that in entering upon its twenty-sixth year it does so with such a record of work well done in the past and such a happy augury for the continuance of the humanitarian and philanthropic spirit it seeks to promote."

"I am proud of the fact that my membership goes back as far as the 'old guard.' I have ever had a deep interest in the very noble object for which the Association was formed. It might almost take as its motto the well-known saying of Marcus Aurelius, 'Men exist for the sake of one another.' I have always known of the splendid way in which this Association has stood as a ministering angel in times of trouble and sorrow, and certainly many of us here can testify to its beneficence. I am and always shall be in cordial sympathy with this purpose, and am ready now to pledge ten new members within a month."

Capt. Leslie Vickers, the next speaker, gave a vivid word picture of life in the trenches, where he spent a year prior to the battle of Loos, in which he was wounded, and after eight months in the hospital was invalided home. It goes without saying that he was listened to with the deepest interest.

Edw. F. Anderson was introduced as one who had sat at the speakers' table for fifteen years and was a past master in the art of speechmaking. In reply Mr. Anderson said, Yes, he had sat there as president, speaker, policeman, as well as a number of other roles, in his time. He spoke principally of the duty of the people of the country to stand as one with President Wilson in these trying times, and ended by calling for three cheers for him; which were given with a will.

It was near midnight by this time, and the affair broke up amid expressions on the part of the diners that the Association had registered the best banquet of its career.

Among those present were :

FOUNDERS TABLE.

W S Harris	Albert E Snow
Louis D Seixas	John Nixon
W R Demorest	John E Plummer
W W Magce	A G Menzies
Con L Meyer	J Duncan Dithridge
H P Muirheid	Capt Leslie Vickers
Joseph Burroughs	Lee Kohns
<hr/>	
James J Temple	L J Gasper
Fernand Desmaison	Geo Brown
H C Kupper	M K Lindner
E W Schulz	M Joseph
E Weber	C L Rissman
Leonard Stock	C H Hurlburt
John J Miller	C J Robinson
J Meredith Miller	Wm Kenner
Donald M Miller	J E Wanzer
Robert D Miller	Harold Clark
Geo Abbott	W Taylor
S P Arnold	P W Millelot
W De Mars	Thos G Jones
Joseph Watte	P L Penn
Joseph Snyder	Chas P Holland
E W Morgenthaler	Frank Goetz
Henry Shirley	Nicholas Goetz
D K Irwin	T Bruton
E A Unger	S M Ehrlich
Jesse Birns	Axel C Hanes
Wm Walsh	Ernest D Wetton
Mr Crowell	Kenneth P Lockitt
C L Weddle	Lambert Dorflinger
Thos A Neely	S Abrams
John Davison	C F Baumgartner
E A Ernst	H A Diehl
Ed Dorflinger	F C Groh
A V Rose	Wm Huopp
Mr Williams	Geo Kindt
Wm Noble	W C Newland
Arthur Davison	Carl Sollmann
Gus Bub	D C Tracy
J W French	H Witte
O Taft	A O Mojo
J J Hines	H Pittmann
Wm Hines	Geo H Creegan
E Torlotting	Francis Hanley
E J Fondeville	Chas Mittelkauf
Percy N Leyland	R E L Wells
A H Burton	Ernest Wade
Alfred Moment	Louis Leven
Gus Rhode	C T McKenna
Justin Tharaud	A J Brech
E W Hammond	Robert Slimmon
Max Hirsch	Wm Anthes
Herman Kashins	Wm D Finke
Wm Wagner	Geo Hamilton
I Feldman	A H Hays
Emil C Bronnum	Louis Hinrichs
Axel G Lober	Geo H Service
Albert Jassman	Kennard L Wedgwood
Harry S Clarke	E H Bennett
Fred C Reimer	Alfred Ansel
Ed Craig	Paul Fueslein
H L Bunker	Chas P Schuller
Wm H Arnold	M Herbert
Thos Magrath	Sam Neuwirth
Geo Harrison	Louis Neuwirth
Edw M Ross	"Tom" Small wood
Geo M Jaques	Dr Geo S Smallwood
F Calvin Demarest	H R Handy
Alfred Ansel	Everett Ward

Wm S Pitcairn  
E C Ledger  
Gilbert Pitcairn  
Jos Hurd  
W R Wilcox  
Henry Benedikt  
Victor Benedikt  
W G Benedikt  
E J Ridgway  
Norman C Walker  
J A Martin  
Chas Christensen  
M Thiel  
F Dohrmann  
N Taylor  
Robt Slimmon  
Geo O'Hara  
H E Sexton  
R M Wright  
Chas H Hennings  
S A Weller  
John McClelland  
Mr Henderson  
Robt Patterson  
Robt H Heideck  
S Jaquette  
Richard Powers  
Wm F Rhode  
Edw F Anderson  
F O Shattuck  
David Littlejohn  
Simon Roth

Earl Runge  
M S Benford  
J V Storck  
Arthur S Stier  
W T Wessels  
J H Venon  
C E Cardon  
Maurice Caro  
Wm Tice  
L S Owen  
F W Jenkins  
H K Tetsuka  
E Jinushi  
M Tanaka  
I Eano  
Chas Kaiser  
Geo Stewart  
Paul Beck  
E L Van Buskirk  
E P Badger  
W H Schreiber  
E Gibson  
L Greeman  
L Greenwald  
W S Erneman  
R H Yarwood  
Francis Loeffler  
H K Satow  
S Midzutani  
O L Sutherland  
E Rosenberg

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## AT CHICAGO.

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THE city was visited by a number of salesmen from Eastern potteries and glass factories this week, and good orders were given. Buyers were pleased to learn that deliveries on most wares can be made in a much shorter time than had been commonly supposed. Dinnerware is the only article on which salesmen hesitate when it comes to promising. Buying of glassware is being stimulated by persistent rumors that the price is about to take another advance.

George Downey, who travels for the Brush-McCoy Pottery Co., has continued on his way after spending the better part of the week showing samples here.

Housefurnishings salesmen are said to have reaped a harvest at the winter furniture exposition here last week. The affair was well attended by buyers for large department stores throughout the country, some of whom also invaded the crockery and glass field in their purchasing excursions.

George Spinney, former manager of the Chicago office of the Cambridge Glass Co., has made a connection with the Paul Richter Co.

The disturbed international relations between this country and Japan and the passage by Congress of legislation objectionable to the latter were much discussed in dinnerware circles last week. Great hopes

have been entertained here for the success of future importations of better quality Japanese earthenware, and the trade here is unanimous in hoping that nothing like a rupture will take place between the two countries.

\* \*

The railroads are again making an effort to secure a higher intrastate passenger rate than that now in effect, being about to appeal from the recent court decision denying an injunction restraining the State from interfering with their enforcement of a rate of 2.4 cents.

\* \*

P. H. Palmer, traveler for the United States Glass Co., is expected to arrive at the Chicago office in a few days at the conclusion of a month's road trip.

\* \*

John Ling, buyer for Mandel Brothers, who was ill for a couple days last week with the grip has recovered and is again on the job.

\* \*

Milton Rogers, newly-appointed manager of the Chicago sales agency of the Cambridge (O.) Glass Co., arrived last week and assumed his duties.

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## AROUND THE GLASS FACTORIES.

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Shipments of glassware to Europe are now held up entirely. For many months only ware used for mounting was shipped, but under present circumstances nothing is being forwarded. Shipments to South America continue as usual. There has been no interruption of deliveries into Canada, except when railroads have been unable to get cars through.

Close to 400 buyers visited the Pittsburgh and East Liverpool markets during January, according to hotel records—nearly double the number here in January a year ago, many being listed who never visited the January market before.

For months it has been reported that the bulk of the blown ware factories were sold up for from three to four months ahead. The statement now that there is one plant which can ship within a few weeks from receipt of order is interesting.

The Pittsburgh Cut Glass Co. has started to manufacture a general line of cut ware. The concern began with lighting glass, and later added cut tumblers.

The freight situation is serious. More trouble is being experienced in securing raw materials than ever before, and it is said that after finished products have been started from the factories there is no telling when



deliveries will be made. The shortage of raw materials is acute.

Several glass factories in this district that were never before interested in the line have arranged to place auto lenses on the market. On account of so much legislation being passed with reference to automobile headlights the manufacturers see an opportunity to get in on an active proposition.

It now seems probable that salesmen for the United States Glass Co. will not start on the road until March 1 or later. They are working at the main office assisting in getting out orders and taking care of the enormous mail business now arriving.

Glass cutters are anxious for prompt deliveries, and buyers continue active in placing orders. Special shapes are in heavy demand.

## IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

C Jones, hf, Jones Housefurnishing Co, Little Rock. Wallick.  
C Christensen, hf, Marston Co, San Diego. 220 Fifth ave.  
M D Scott, hf, Scott-Halliburton Co, Oklahoma City. 1140 B'way.  
G H Bub, hf, c, B Nugent D G Co, St Louis. 470 Fourth ave.  
G Hill, t, Jones Store Co, Kansas City. 23 East 26th.  
E Dorflinger, hf, J Dorflinger Co, Louisville. Cumberland.  
A J Papke, c, hf, Burgess-Nash Co, Omaha. 1133 B'way.  
A Horr, hf, Anderson Bros Co, Portsmouth, O. 315 Fifth ave.  
Mr Murphy, t, W & A Bacon Co, Boston. 1133 B'way.  
A D Wilhelm, c, hf, Wm Taylor Son & Co, Cleveland. 470 Fourth ave.  
H O Henderson, hf, Newman Merc Co, Joplin, Mo. 470 Fourth ave.  
S Montag, c, g, t, Montag Bros, Atlanta. Imperial.  
B Yeager, c, g, H L Yeager Co, Allentown, Pa. Imperial.  
J A Rownd, t, Stone & Thomas, Wheeling. 1270 B'way.  
G J Brown, c, t, Rudge & Guenzel Co, Lincoln, Neb. Broztell.  
L I Brink, t, W L Milner & Co, Toledo. 116 West 23d.  
D Van Allen, c, g, J D Van Allen & Co, Clinton, Ia. Imperial.  
Mr Bishop, t, Montgomery, Ward & Co, Chicago. 43 West 23d.  
Miss L Scherer, c, hf, McAlpin Co, Cincinnati. 23 East 26th.  
M Caro, g, Mitchell, Woodbury Co, Boston. Imperial.

G T Thibedeau, c, t, New Bedford (Mass) D G Co. 404 Fourth ave.  
A A Breton, hf, and J H Hogan, hf, c, g, Shartenburg & Robinson, New Haven, Conn, and Pawtucket, R I. 404 Fourth ave.  
W E Woods, t, Porteous & Mitchell Co, Norwich. 432 Fourth ave.  
C A Sandberg, hf, J L Brandeis & Sons, Omaha. 1261 B'way.  
H Harris, c, Kaufmann's Dept Store, Pittsburgh. 1261 B'way.  
C W Conant, t, Porteous, Mitchell & Braun Co, Portland, Me. 432 Fourth ave.  
J M Saville, c, Zion Co-operative Merc Institution, Salt Lake City. 60 Worth.  
L Artieres, t, O'Connor-Moffat Co, San Francisco. 114 Fifth ave.  
J Orlebak, hf, H C Prange Co, Sheboygan, Wis. 35. Fourth ave.  
W Geisbacher, hf, Syracuse (N Y) D G Co. 320 B'way.  
R W Trisch, hf, W Gushard D G Co, Decatur, Ill. 334 Fourth ave.  
H Timberlake, hf, Timberlake-Murphy Co, Staunton, Va. Grand.  
C Hausen, hf, t, Efroymsen & Wolf, Indianapolis. 43 Leonard.  
R E Evans, c, g, J N Adam Co, Buffalo. 18 West 35th.  
W E Warner, c, Warner Bros, Erie. Arlington.  
L J Hunkeler, hf, Elder & Johnston Co, Dayton. 230 Fifth ave.  
H T Siemon, hf, Herpolsheimer Co, Grand Rapids. 1170 B'way.  
W Kenner, hf, Frederick & Nelson, Seattle. 450 Fourth ave.  
G Louis, t, Woodward & Lothrop, Washington. 334 Fourth ave.  
J B Harford, t, Gilchrist Co, Boston. 404 Fourth ave.  
E R Schwerdtman, t, Shwerdtman Toy Co, St Louis. Cumberland.  
W Paton, t, Boston Store, Chicago. 44 East 23d.  
Miss M Ward, c, Daniels & Fisher Stores Co, Denver. 71 West 23d.  
Miss E G Lee, hf, D J Healy Co, Detroit. 1270 B'way.  
A J Kline, hf, Dives, Pomeroy & Stewart, Harrisburg. 230 Fifth ave.  
N Silberberg, hf, B Lowenstein & Bros, Memphis. 22 East 17th.  
E A Weathers, t, Burgess, Nash & Co, Omaha. 1133 B'way.  
C J Staerker, t, Higbee Co, Cleveland. 230 Fifth ave.  
H B Drake, t, Hirsch Bros D G Co, St Joseph, Mo. 334 Fourth ave.

## THE BORGFELDT LUNCHEON.

THE annual luncheon given by Geo. Borgfeldt & Co. on Washington's Birthday will be held this year in the grand ballroom of the Waldorf-Astoria. This event has become one of the institutions of the trade, and is eagerly looked forward to by the house's customers.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 8, 1917

IT is the duty of the Secretary of the Salesmen's Association to furnish the press with the names of the guests at the organization's annual banquet. In his absence, owing to illness, application was made to Howard R. Handy, who had been deputed to make up the list—and denied. This explanation is due those whose names are omitted. The same tactics were employed to prevent us from obtaining the photograph of the diners which otherwise would have been reproduced in this issue. The object was evident when it is remembered that the gentleman referred to is an employee of a trade paper which will no doubt have an account of the affair NEXT WEEK.

THERE are no more patriotic men in the United States than those engaged in the crockery and glass trades. Whose plant will be the first placed at the disposal of the government.

### NEED FOR HOTEL IN EAST LIVERPOOL.

THE throwing open of their club to visiting buyers by the Elks of East Liverpool is fully appreciated. The club-house is a fine building, handsomely appointed and up to date in every respect, and the courtesy of the members is worthy of all praise. They can not do enough for their guests.

The fact that every room in the house was occupied

for many nights in succession during the recent buying season ought to open the eyes of East Liverpool manufacturing potters to the desirability of having a good hotel in that city. So poor are those now available that buyers will not spend a night there if they can help it. Which means that inasmuch as one cannot visit more than half a dozen potteries in a day, many concerns lose the chance of having their wares inspected. With a good hotel buyers would stay two or three days and see all that was to be seen.

It is to be hoped that the rumor of a new and modernly equipped hotel to be built is well founded. The construction of such a house would be money in the pockets of the potters. Just now, of course, they are selling without effort. But later, when conditions change, they will find a difference. They cannot always depend on the Elks Club; and if they could it is not big enough in a rush season; to say nothing of the fact that the housing of their patrons savors somewhat of an imposition on that worthy association.

## PERSONAL.

BACK from a trip South as far as Galveston, R. E. L. Wells is enthusiastic about business conditions. He says the retailers did a wonderful holiday trade—in fact, business was good all the year 1916, and is still booming. If he could have promised deliveries he says he could have done an immense business. As it was he secured a bunch of orders, particularly for cut glass.



Edward W. Morgenthauer, who deals in hotel supplies, came to town late last week and braved the storm of Monday to visit the trade downtown. He registered with his wife at the Marie Antoinette.



Thos. A. Neely, with the Strouss-Hirshberg Co., Youngstown, O., arrived in town on Sunday. He says he is visiting his family, and not on a buying trip; but for all that he is not passing by his many friends in the trade.



Fred Skelton returned home last Thursday after being away for ten days making the rounds of the factories he represents in New York.



George E. Gaylord, of the Enterprise Cut Glass Co., Elmira, N. Y., was a visitor in New York the first of this week.



After being recalled to the factory to render assistance there during a special rush of business, J. W.



Herrmann returned to the New York office of the J. D. Bergen Co. and took up the reins again on Monday.



Wm. M. Abel, of the J. D. Bergen road staff, left on Wednesday for an extensive tour of the Middle West and other States in the East, expecting to be away for three months.



I. Feldman, buyer for the Wm. Hengerer Co., Buffalo, arrived in town on Monday to place orders.



S. Goerke, formerly city salesman for the J. D. Bergen Co., who deserted the business for another line for a year, has returned to his old love, having engaged with Koscherak Bros. to call on the trade in the metropolitan district.



The many friends of Max Kaufman, wire easel and fixture manufacturer of Brooklyn, will learn with regret of the recent loss of his wife, whose death occurred in a Brooklyn hospital after an operation for appendicitis.



Henry Creange, who has been abroad since late last fall, was a passenger on the Espagne, which arrived on February 7.



Harry Northwood and his brother Carl were both in New York for a couple of days the latter end of last week. The factory has been considerably hampered by conditions, but the prospect is brightening, and from now on they expect full production.



Louis Reizenstein, who bobs up serenely on unexpected occasions, arrived in New York on Tuesday morning to meet Frank R. Martin, from Detroit, and Wm. Junor, from Toronto, and with them attend the Salesmen's banquet. This trio are all "good fellows" and travel together much of the time.



F. Schmidt, who succeeded Brinsmaid & Co., Des Moines, Ia., arrived in New York this week to make purchases. He said he had a wonderful holiday trade, and the smile on his face as he said it carried conviction.



J. H. Venon and Chas. E. Cardon, who have been in Sweden since mid-winter, arrived on the Frederick VIII. last Saturday morning. On the outward trip they were boarded by a British ship and taken into port, being detained for two days. Otherwise the voyage was uneventful. But coming back they were held by fog for three days and had the stormiest voyage that the captain of the ship ever remembered. The cold at one time was forty degrees below zero. In a

business way Mr. Venon was exceedingly fortunate, having been appointed sole agent for the United States and Canada for Rorstrands Fabriks Aktiebolag, Stockholm, who make fine china and earthenware, and Arvid Bohlmarks Lampfabrik, Stockholm, manufacturers of lighting glassware. He had already been appointed agent for Bing & Grondahl, of Copenhagen. With the other lines he has these will make his warehouse a center.



The friends of Sam P. Arnold, road representative for Mogi, Momonoi & Co., will be glad to hear that he was able to return to business last Thursday after an absence of a month, in which time he underwent a serious operation at the Hempstead (L. I.) Hospital.



Emil C. Bronnum, representative of the Royal Copenhagen Porcelain Co., arrived in New York last Saturday on the steamer Frederick VIII, very glad to reach American shores after a tempestuous trip that caused the boat to be several days overdue. He will remain at the New York office to meet buyers here during the import season, and will then leave on a trip that will embrace many of the important cities throughout the country.



Theodore Kaufmann, president of the Kaufmann & Baer Co., Pittsburgh, is registered at the Hotel St. Regis.



F. O. Shattuck, traveling representative for Geo. F. Bazsett & Co., is spending this week at headquarters to meet some of his customers from the New England States.



Edward A. Unger, local agent for the East Liverpool Potteries Co., returned last Saturday from an exceedingly prosperous trip. He said he found the dealers absolutely hungry for goods.



Max Strensch, of Koscherak Bros., who was booked to sail on the steamer Noordam Monday, has decided to postpone his trip and await developments.



Maurice Caro and Herbert M. Ford, of the Mitchell, Woodbury Co., Boston, are making the rounds of the local showrooms this week in quest of new goods.

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#### E. W. HAMMOND CO. TO MOVE.

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LAST Friday the E. W. Hammond Co., together with Max Hirsch and the H. Kashins Co., who have occupied quarters at 23 West Twenty-third street for the past two years, leased the entire first floor of

the Lebolt Building at Twenty-third street and Fifth avenue. The new quarters comprise 3,000 feet of floor space, with large windows facing both Fifth avenue and Twenty-third street, affording excellent light and display space. The removal will take place about May 1.

WITH THE JEFFERSON GLASS CO.

THE Jefferson Glass Co., Follansbee, W. Va., announces the addition to its sales force of Alfred L. Brunn, well known to illuminating glassware dealers. Mr. Brunn is a man of wide experience in the glass and



"AL" BRUNN.

lamp business, having been identified with the glass industry in various capacities for the past twenty-five years. During this time he has rendered much valuable assistance to dealers, architects and builders in the selection of artistic and effective lighting combinations. Mr. Brunn is to have entire charge of the territory comprising Ohio, Indiana and Michigan, traveling out of Follansbee.

FLINT AND SPAR MILL BURNED.

FIRE of mysterious origin partially destroyed the plant of the Potters' Mining and Milling Co., East Liverpool, early Wednesday morning. The loss is estimated at between \$50,000 and \$75,000. The concern

has been one of the main sources of supply of flint and spar to the potteries of the country. The east end of the plant was saved after five hours' hard work by the firemen. Loss partially covered by insurance.

JAPAN AS A COMPETITOR.

RETURNING from a three-months buying trip in the Orient, E. Holcome, manager of the Joseph Horne Co., Pittsburgh, Pa., says: "All kinds of business enterprises in the Japanese empire are growing so fast that their exports will become more or less of a menace to manufacturers of similar goods in this country within a very short period. Men engaged in making pottery in that country get no more than fifteen cents a day. It is true that the high cost of living is engaging the attention of the Japanese, also and wages will have to be raised to meet growing domestic expenses. But it is believed that the advance will be so small as to make no great difference so far as actual cost of production is concerned. American manufacturers will have to consider this new competition in making their plans for future trade extension and domestic sales campaigns."

Manufacturers in that country are improving their plants, introducing labor-saving machinery, and some of the best of them are as well equipped as those in America. The Japanese are thoroughly aroused to the opportunities which have developed since the outbreak of the war, and are seizing every opportunity to secure the trade that has been lost to Europe.

IMPORTATIONS OF ENGLISH CROCKERY.

FOLLOWING is a table showing the importations of English crockery for the past thirty-nine years. It includes both earthenware and china:

PACKAGES SHIPPED.		
1877.....	69,951	1897..... 79,050
1878.....	64,461	1898..... 63,744
1879.....	75,701	1899..... 74,553
1880.....	99,977	1900..... 64,949
1881.....	93,032	1901..... 52,283
1882.....	97,502	1902..... 48,198
1883.....	107,322	1903..... 54,689
1884.....	75,797	1904..... 51,697
1885.....	79,200	1905..... 45,896
1886.....	85,924	1906..... 51,982
1887.....	96,075	1907..... 56,071
1888.....	99,599	1908..... 43,576
1889.....	96,331	1909..... 43,601
1890.....	98,398	1910..... 43,574
1891.....	98,387	1911..... 35,620
1892.....	100,506	1912..... 33,360
1893.....	90,837	1913..... 30,453
1894.....	85,113	1914..... 31,400
1895.....	121,374	1915..... 26,779
1896.....	88,009	1916..... 24,145





## Pointers for Buyers.



Where Live Merchandise May Be Obtained.  
 Tips to Dealers Looking for Ready  
 Sellers.

### NOVELTIES IN CUT GLASS.

L. Straus & Sons are offering many new cuttings in floral and mitre patterns and combinations of both. The glass is of a high grade, the workmanship is excellent, and the designs are original. The reputation of Straus Cut Glass has been made by just these characteristics.

### UNUSUAL POTTERY.

The Rowland & Marsellus Co. are displaying Oriental pottery that differs from anything seen elsewhere. There are some startling surprises for the buyers; and so attractive are the decorations that they cannot fail to please.

### SOME REMARKABLE COLORINGS.

Meakin & Ridgway have their new line for the spring ready and are showing more than 150 new designs in dinner and service plates. They have brought out some entirely new shades in colorings that are as striking as anything that has ever been put upon the market, and there is wonderful taste displayed in harmonizing the tints. The patterns are in geometrical and floral patterns and in combinations of both. The line is an entire surprise, as conditions in the English potteries were not supposed to favor the manufacture of new items. But it is not saying too much to state that this line exceeds anything they have ever produced.

### BORGFELDT & CO.'S BIG SHOWING.

Geo. Borgfeldt & Co. have sent out a circular in which they say they have never at any time since the outbreak of the war overlooked the importance of booking orders in view of the resumption of business on European lines, and they will be ready with samples and supplies the moment peace is declared. They call attention to the fact that owing to the prolonged struggle in Europe they sent a number of buyers to the Far East, who have established connections in Japan, China and Manila assuring a continuous supply of Oriental goods. They are making a special drive on domestic goods, and have on display cut glass, enamelware, aluminum ware, housefurnishing goods, pottery, glass, dolls, toys—in short, almost everything made in America that comes within the range of the crockery

business, besides wooden ware, perfumery, druggists' sundries, baskets, cutlery, rugs, etc., each a department in itself. "The Good Fairy" statuette is having a tremendous run. Read what a number of prominent people have to say about it in the advertisement on another page.

### NEW IDEAS IN CUT GLASS AND LAMPS.

T. W. Hamilton has just put on sale a large number of new light cuttings which embody some clever ideas. He is also showing a long line of new designs in metal lamps and vases mounted for lighting purposes.

### METALWARE SPECIALTIES.

It would be difficult to conceive of a more attractive line of metalware specialties than is being shown by Max Hirsch from the Buffalo Mfg. Co. Samples have been arriving for the past two weeks, with the result that the line is almost entirely new. An innovation in copper and nickel electric coffee percolators, tea kettles and chafing dishes consists of gold decorated, lacquered mahogany and ebony handles, etc., which lend an artistic finish decidedly out of the ordinary. Among the featured items is also a full line of nickel covered hot water plates and platters in all sizes.

### FINE ETCHED WARE.

From the Beaver Valley Glass Co. Frederick Skelton is showing two new lines of stemware and tumblers. One is a deep plate etched "Sheraton" pattern on a beautifully-proportioned flare shape in wide optic crystal showing vertical spaced lines with floral clusters at intervals. The other is an "Empire" design showing a new idea in a leaf festoon caught up by bowknots, the effect of which is very neat and graceful and just suited to the dainty shape.

### NEW GOODS FROM FRANCE.

Haviland & Abbot Co. have received about thirty new decorations; and when one thinks of the difficulties under which the French potters are laboring one can but marvel at the production of such wares as these, which are by all odds the prettiest the factory has ever turned out. The colors are a little stronger than those of last year, but their combinations and blendings are

so harmonious that they are irresistible to buyers. One departure from the ordinary is the introduction of what might be called "scales" in conjunction with flowers. The idea is new and exceedingly good. Perhaps one of the best things in the lot is a black and gold decoration in which birds are introduced. The combination is quite unusual, and we predict for it a great run.

MONEY-MAKERS.

Among the prominent features of a wonderfully interesting exhibit at the salesroom of the Tajimi Co. is a new old rose color in "Awaji" ware which is finding a host of admirers and bids fair to be one of the biggest sellers of the season. There is something so attractive in the rich depth of coloring and fascinating shapes that a woman simply cannot pass without buying; hence as money-makers they will be difficult to surpass. Some of the useful articles in which the ware is shown are after-dinner coffee sets, bedroom sets, bowls in a variety of styles, sugars and creams, candlesticks, mayonnaise sets, rose jars, baskets, jardinieres, lemonade sets with handled wicker trays, tea sets, jugs, tumblers and vases.

NEW DESIGNS IN MIRROR PLATEAUX.

Despite the condition of the glass and metal markets, Charles Baum, the "Mirror Plateaux King," through his ability to offer spot cash has secured immense amounts of these materials and is giving his cus-



tomers the full advantage of his price-saving. He is offering some surprising values in plateaux of all styles and sizes, including many new designs. The latest feature is a mahogany mirror plateaux—one of the neatest items of the kind put on the market in a long time.

PERIOD DESIGNS ON GLASSWARE.

In period designs the Pairpoint Corporation have achieved great success. The "Louis XVI," "Adam" and "Georgian" patterns are worthy of all the good things that can be said of them. Vases, baskets, bowls, plates, cheese-and-cracker dishes, grape-juice sets and other items are shown. Another entirely distinctive production is an engraved line in novel shapes with trimmings of blue, amethyst and chrysoprase colored glass. For instance, the stem of a comport is encircled

from base to bowl by one of the colors mentioned, the top and base being also edged with the same.

A NOVEL LINE.

Paul Joseph, who represents the Duncan & Miller Glass Co., has just opened samples of a new plain line with a sort of panel effect on the inside which gives it a little bit the look of optic. It includes stemware, compotes—high and low—dishes, sugars and creams—in short, all the pieces of a full line, together with some new items which the concern has never made before. It is capable of good treatment by silver-deposit establishments. Duncan & Miller have produced many good things, but this is the best line they have turned out a great many years.

ATTRACTIVE SALTS AND PEPPERS.

The Saul Mfg. Co. are showing one of the best lines of their career. One of their specialties is an assortment of mahogany candlesticks in several new styles. Another is a showing of salts and peppers, plain and cut, with silver and silver-and-pearl tops. A live seller among them shows a new idea in a flat top which is attractive to look at and very practical. Then there are new designs in cut glass, prominent among them being an all-floral pattern which introduces a large illuminated flower.

TO STAY DOWNTOWN.

PAUL JOSEPH, who represents the Duncan & Miller Glass Co., Washington, Pa., has signed a lease for another year at 92 West Broadway. After searching the market Mr. Joseph has not been able to find any place as pretty, well lighted and convenient at the price as his present quarters; and as a large proportion of his trade is in the lower district he thinks that he is doing wisely in staying downtown.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Jan. 23, '17	Correspond- ing period 1916	Exports Jan. 1st to Jan. 23, '17	Correspond ing period 1916
Boston . .	8	64	125	174
New York	179	186	983	564
Baltimore . . .	21	106	157	362
Philadelphia . .	....	....	41	9
New Orleans . .	....	....	....	14
Newport News .	....	....	....	....
San Francisco.	18	8	....	134
Portland, Me..	....	8	83	27
Galveston . . .	....	....	....	....
Portland, Ore..	....	....	....	16
Inland Points..	....	16	....	74
Total..	227	388	1389	1374



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Following upon the heels of the continued gas shortage comes authoritative information that the receipt of raw materials is so slow and belated

that the situation is becoming rather serious. Flint is becoming very scarce. Overtures made to railroad managers concerning the importance of having prompt deliveries of raw flint have not met with success. Flint mill operators are unable to make deliveries of all orders on file. In this respect the railroad companies are to blame only.

\* \*

Mail orders continue strong, and with back orders still heavy the manufacturers are making no promises concerning early shipments. It seems now that the bulk of the new business being received will take its turn in being shipped.

\* \*

A meeting of pottery manufacturers of this district was held a few days ago in the rooms of the Potters' Club to hear a report concerning a new style of down-draft kiln which is being promoted by a Russian inventor. Two chambers in the kiln provide for the firing of glost and bisque ware at the same time. The initial cost of the kiln is \$4,000, so it is said. Authority to erect such a kiln at the plant of the Smith-Phillips China Co. has been given by J. T. Smith, general manager of the company, and if it proves a success the firm will buy the kiln.

\* \*

At the annual meeting of the stockholders of the Potters' Mining and Milling Co. all former members of the board of directors were re-elected. The board in turn re-elected former officers. The management of the plant will continue under the direction of W. H. Vodrey.

\* \*

East Side New York crockery jobbers have been practically camping here during the last few weeks in an effort to secure merchandise. There were seven of these dealers here at one time, and it was a case of one bidding against the other for goods. Many of these buyers are willing to pay the cash in advance for their cars, but it does not appear that the ware is to be had.

A few years ago there was little trouble experienced by these buyers in obtaining ware in any volume.

\* \*

Among the buyers visiting the district of late were F. E. Nelson, of the Central City Crockery Co., Syracuse, N. Y.; Alf. Papke, with Burgess & Nash, Omaha, Neb.; George J. Brown, with Rudge & Guenzel Co., Lincoln, Neb.

\* \*

Pottery salesmen now at home have no idea when they will go on the road. Some will, however, make a brief trip over their respective territories during the spring season for the sole purpose of keeping in touch with their trade.

\* \*

Nominees for the various offices of the National Brotherhood of Operative Potters, to be voted upon at a primary election during the first week of March, have just been announced. The two candidates receiving the highest number of votes for the offices of president, secretary-treasurer, first vice-president, second vice-president, third vice-president, fourth vice-president, fifth, sixth and seventh vice-presidents, and delegate to the A. F. of L. Convention, to be chosen at the primary, will be pitted against each other at the general election to be conducted during the first week of May. Six candidates will be chosen for members of the Eastern Standing Committee, of which three will be elected. The Executive Committee will act as members of the Eastern Standing Committee. All present officers are candidates for re-election.

\* \*

The shortage of flat ware in this district is most marked. Cups are also a scarce article. It is impossible for the manufacturers to keep bins sufficiently full of flat ware to meet all demands.

A heavy business in salads is reported. Buyers are placing liberal orders for all sizes.

\* \*

Should such a situation develop that it would be impossible to secure English china and ball clays the pot-

tery manufacturers will turn to a greater use of American clays. Then will come the question of securing prompt railroad deliveries.

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## BOSTON BUSINESS NOTES.

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**B**USINESS continues excellent, although the heavy snowstorms the first of the week served to keep back many buyers. Among those who came were Messrs. McEwen and Chaplin, Danielson, Conn.; S. S. Hartwell, Gloucester; Neal McColgan, for the J. L. Chalafou Co., Lowell; George W. Neal, Needham; R. M. Cook, Marblehead; F. E. Nason, for Graves & Randall, Hampton Beach and Canobie Lake, N. H.; Berkeley L. Allen, Northeast Harbor, Me.

The Masse Specialty Co. (formerly the Boston Hardware Specialty Co.) held an opening this week in its new rooms at 116 Bedford street and showed new lines of mahogany lamps, brass goods, cut glass and silverware. Another room is to be added March 1. Al. Lobenstein is on a trip through Maine and Canada, H. Masse is visiting the trade in New Hampshire and Vermont, and Joseph G. Goldsmith is touring Rhode Island and Connecticut.

The G. Fox Co. and Woolworth's, Hartford, Conn., who were burned out about a week ago, have made all arrangements to go into the new building which is to replace the one burned.

The Cooke-Dodge Co. have taken on the Kinney & Levan Line of Swedish novelties in pottery and metals.

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## BUSINESS BRIEFS.

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The department store of Burton M. Fish, Hamburg, N. Y., suffered a loss of \$50,000 by fire February 1.

Chas. Emerson & Son, Haverhill, Mass., will move March 1 from 39-41 Merrimac street to 38 Main street.

E. C. Woodman Co. have been incorporated at Boston to deal in china, glassware, etc., with a capital of \$100,000.

A petition in bankruptcy has been filed against the Rothschild Co., which operated twenty-five cent stores at Trenton and Camden, N. J.

Manufacturers catering to the five, ten and twenty-five cent store trade will hold an exhibition at the Palmer House, Chicago, from February 12 to 17. It is expected that there will be a big attendance of buyers

from all over the country, particularly the Middle West.

The Modern Cut Glass Co., Toledo, O., it is reported, will move to Fostoria, O., and operate in connection with the Fostoria Glass Novelty Co.

Hering & Jahn, one of the old-time crockery and fancy goods firms of Philadelphia, are liquidating their business. They have been one of the landmarks of the Quaker City for years, and it seems a pity they should retire.

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## IN MEMORIAM.

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**A**T a special meeting of the Crockery Board of Trade of New York held December 15, 1916, for the purpose of doing honor to the memory of Jerome Jones, this memorial was adopted:

In the death of Jerome Jones our trade has suffered a great loss, and all feel a sense of personal bereavement. Always honorable in his dealings, energetic, faithful and capable, he had the esteem and respect of our entire trade; no one in our membership or business circles would be so deeply mourned or more sincerely regretted than he.

We, as an Association, mourn his loss, and offer to the members of his bereaved family and to his business associates our deepest sympathy and sincere regrets upon the loss which they have sustained.

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## SPECIAL NOTICES.

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The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### HELP WANTED.

**W**ANTED—Capable salesmen to handle a line of popular-priced cut glass tumblers on commission basis. State experience and territory. Address A 117, this office.

### FOR SALE.

**A** REAL OPPORTUNITY.—A flint and feldspar grinding and pulverizing plant with the most modern and up-to-date equipment, with a capacity of twenty tons per day, and located in the East Liverpool potting district. This plant was completed in 1914 and has been operated but very little, owing to lack of capital. It was constructed by practical men and is an innovation in the manufacture of pulverized flint and feldspar. This plant can be bought for \$25,000, and if properly operated will show a profit of at least fifty per cent on the investment. The demand for flint and feldspar is such that the plant can be run at full capacity. Any person who is interested in this proposition can obtain full particulars and an inspection of the plant by addressing "FELDSPAR," No. 762 Dresden Avenue, East Liverpool, Ohio.

**S**IX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.



## AT THE IMPERIAL.

W. C. LYNCH, representing the Taylor, Smith & Taylor Co., is making a display of half-a dozen new designs at the Imperial this week, one or two of which are particularly attractive.

Mrs. M. Kayser has a very pretty array of hand-decorated and gold-encrusted glassware. By a peculiar coincidence one of her decorations matches a pottery design shown by W. C. Lynch. They are so nearly alike that if one had been copied from the other they could not have been more identical.

Chas. Postley's line from the Anco Silver Co. includes some pearl-handled knives and forks which are wonders for cheapness, and he has a line of decanters, liqueurs and other drink containers in solid silver at prices which will make the glass men sit up and take notice.

R. W. Corey is making a fine showing of goods from the Mitchell, Woodbury Co., including some very attractive dinnerware. Buyers are asked to remember that this house "has the merchandise," and are invited to call at the hotel or visit Boston. If they can do neither, request their travelers to call.

James P. Gordon is making a great exhibit of china and earthenware from the Jones, McDuffee & Stratton Co. So good is the line this year that Mr. Gordon waxes enthusiastic. And no wonder.

## IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending February 6, 1917.

### BORDEAUX

48 packages chinaware.....	Theo Haviland & Co
2 " " .....	Duveen Bros
29 " " .....	Wm Guerin & Co
4 " " .....	Koont, Wilson & Co
7 " " .....	Jones, McDuffee & Stratton Co
2 " " .....	J J Hines
23 " " .....	Herman C Kupper
20 " " .....	Vogt & Dose
27 " " .....	Haviland & Abbot Co
4 " glassware.....	Snow's Express Co
10 " " .....	J Kahn
14 " " .....	E F Caldwell & Co
3 " toys.....	Grey & Grey

### COPENHAGEN

21 packages chinaware.....	Royal Copenhagen Porcelain Co
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### GENOA

4 packages glassware.....	J H Venon
4 " " .....	A Lorsch
10 " " .....	S A Frost's Sons
2 " " .....	J J Gavin & Co
1 " toys.....	L Lovenberg

### LIVERPOOL

2 packages earthenware.....	T N Mallins
11 " " .....	L A Consmiller
14 " " .....	Maddock & Miller
19 " " .....	G F Bassett & Co
2 " " .....	G Collamore & Co
3 " " .....	Rowland & Marsellus Co
11 " " .....	J Davison
2 " " .....	G B Jones
2 " " .....	W H Plummer & Co
20 " " .....	E Boote
45 " " .....	W S Pitcairn
2 " " .....	Adams Express Co
5 " " .....	Meakin & Ridgway
3 " " .....	H C Edmiston
1 " " .....	J M Shaw & Co
5 " glassware.....	F G Sternberg
31 " " .....	T W Morris & Co
5 " chinaware.....	Alpers & Mott
18 " " .....	Vogt & Dose
9 " " .....	T S Todd & Co
10 " " .....	Meakin & Ridgway
6 " toys.....	Geo Borgfeldt & Co
1 " " .....	A Straus & Co

### CAIBAREN

4 packages glassware.....	Davies, Turner & Co
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### HAVRE

1 package chinaware.....	Vandegrift & Co
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### ROTTERDAM

129 packages chinaware.....	Geo Borgfeldt & Co
18 " " .....	American Express Co
5 " glassware.....	L Popper & Sons
12 " " .....	B A VanStratem
479 " " .....	S Bache & Co
18 " earthenware.....	F Bing & Co

## IMPORTS AT PORT OF BOSTON.

### LIVERPOOL

74 packages earthenware .....	Jones, McDuffee & Stratton Co
52 " " .....	Mitchell, Woodbury Co
1 " " .....	R H Stearns & Co
25 " " .....	R F Downing & Co
7 " " .....	Stone & Downer Co
4 " " .....	Maddock & Miller

## IS IT ANY WONDER CLERKS SWEAR?

SHE had been sitting in the housefurnishing shop for nearly two hours inspecting the stock of linoleums. Roll after roll the perspiring clerk brought out, but still she seemed dissatisfied. From her dress he judged her to be a person of wealth, and thought it likely she would have a good order to give.

When at last he had shown her the last roll he paused in despair.

"I'm sorry, madame," he said, apologetically, "but if you could wait I could get some more pieces from the factory. Perhaps you would call in again."

The prospective customer gathered her belongings together and rose from the chair.

"Yes, do," she said with a gracious smile; "and ask them to send you one or two with very small designs, suitable for putting in the bottom of a canary's cage."

## THE CONDITION OF BUSINESS.

**New York** Possibly the fact that the importers are not sending their travelers out shows the condition of business better than anything that could be said. One or two have salesmen out on scouting expeditions, but as a rule the latter will not go on the road until after the middle of March.

The buyers are flocking to New York in droves and the demand for all kinds of goods is great—the call for white china being unparalleled. Stocks of imported goods are at their lowest ebb, the receipts being very small compared with the demand.

Domestic glass is in great request from every quarter and for all kinds of ware. Cut glass especially is selling well; and, strange to say, there is a better supply now than six months ago. Substitutes for potash have been worked up to such a degree of perfection that manufacturers of blanks have been able to put out a glass which, while not entirely satisfactory, is still so good that cutters are using it in quantity.

The hard luck that attended the American potters through the latter part of 1916 still pursues them. Having, in a measure, settled the labor question, they are now hampered by want of fuel. It does not take much of a cold snap to shut down the supply of natural gas, and oil is so expensive that it is a last resort. Coal is scarce and hard to get, and this fact is all the more exasperating because it is known that thousands of loaded cars are held in transit. So great is the blockade that only this week a new embargo was placed on that fuel in half a dozen different places.

Retail trade in and around New York city is the best ever known at this time of the year. Of course on Monday of this week there was very little doing, the raging snowstorm and the extreme cold detaining the women at their homes. Outside of New York business is also good, and encouraging reports come from the Southern States, which have been doing the biggest business of their history, and are still doing it, despite the shortage of ware.

There is no excitement in the trade over the German situation, although it goes without saying that importations are liable to be seriously affected.

So far as the future is concerned, it seems likely that business will continue good, and that the American manufacturers, both of pottery and glass, will have more orders than they can fill. There does not seem to be any way for them to make more goods than they are making now; so that retailers will be crying for wares louder than ever.

**Pittsburgh and Vicinity** Mail orders continue active with glass manufacturers in this district. It is reported that one or two blown factories could handle more business. The shortage of gas and the slow freight move-

ment with reference to both raw materials and finished merchandise are causing no end of annoyance to all concerned. The demand for blanks is active. Decorated specialties are also in good demand, and at good prices. Manufacturers who have installed oil-burning equipment have been able to obtain rather good production this season, compared with records of past winters.

**East Liverpool and Vicinity** Troubles continue to follow the pottery manufacturers. Shortage of gas has once more caused great inconvenience. Prompt delivery of raw materials is no longer guaranteed, and even the

*Continued on page 32.*

The name of our new dinner  
service is

**"DOLLY MADISON."**

THE  
**Smith-Phillips China Co.,**  
EAST LIVERPOOL, OHIO.



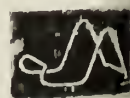
TWENTY-SEVEN YEARS' EXPERIENCE IN THIS LINE.

Brass and  
Rubber-Covered  
Easels, Plate and Plaque Hangers, Etc.

Large assortment of styles and sizes for displaying cut glass plates, cups and saucers, etc. Prompt deliveries.



**MAX KAUFMAN,**  
106 Broadway, Brooklyn, N. Y.





*Theodore Haviland*

*Limoges.*  
FRANCE.

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THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



*Continued from page 30.*

production of some is threatened. The importation of English china clays is likely to become a rather serious problem ere long. The shortage of stocks in warehouses continues.

## AT PITTSBURGH.

In order that headquarters may be kept in closer touch with the market, and that greater efficiency in delivery may be secured, Butler Bros., of New York, have opened a branch office here in charge of J. P. Stumm, in suite 705 Renshaw Building. "We will save time all around by notifying our different branches

direct of business matters that originate here," said Mr. Stumm. "So far the plan is working to the good of all concerned."

According to report, a greater McCrory five and ten cent store will take the place of the one recently destroyed by fire here. Workmen are busy night and day clearing away the wreckage, and new construction will start as soon as plans can be prepared.

Leon Moses, late buyer of pottery and glass for the Kaufmann & Baer Department store, may enter the manufacturers' agency business, and has already received assurance of several active lines should he conclude to do so. "I am going to take a vacation before reaching a decision as to what I will do," he says.

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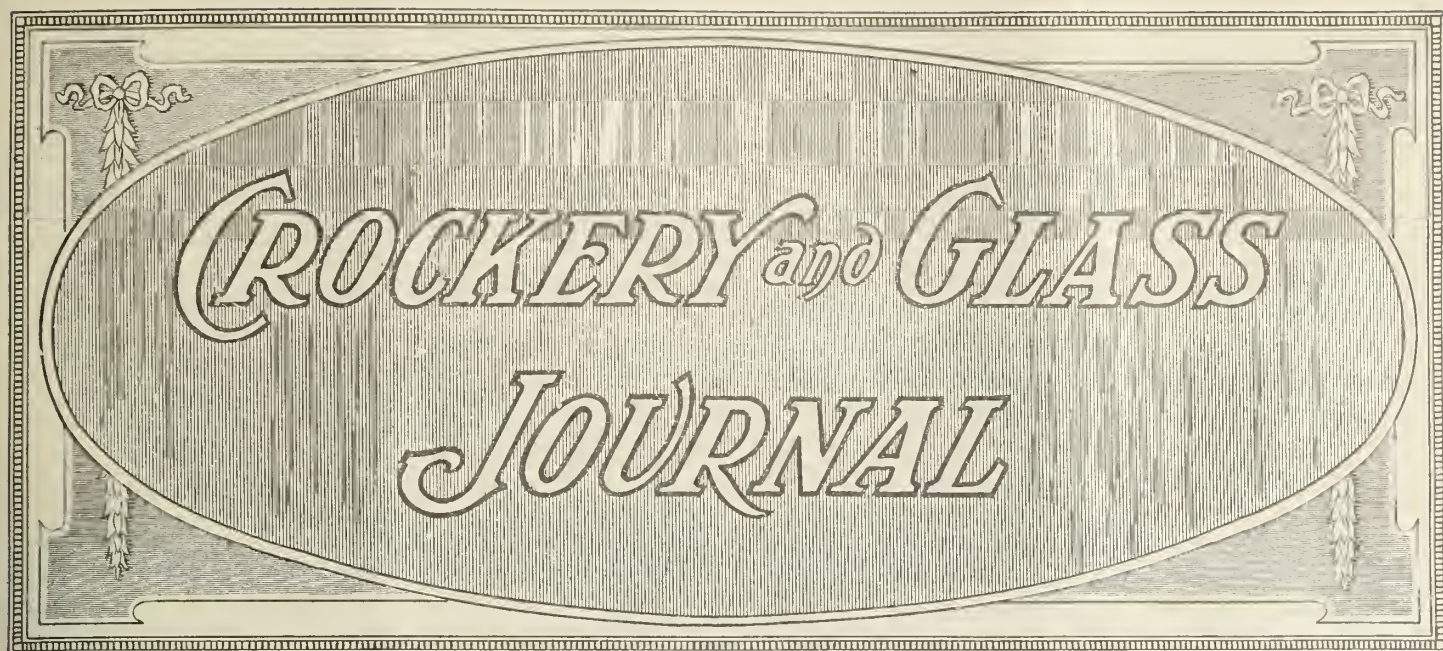
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NEW YORK, FEB. 15, 1917.

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## THE CONDITION OF BUSINESS.

33

**New York** Buying continues brisk. In spite of the cold weather and the holiday on Monday, many buyers kept hard at work. They are eager to purchase almost anything—giving preference, of course, to the best things; but there are many sales made of wares that in ordinary times would be passed by. The strained relations now existing between Germany and this country have caused a desire on the part of buyers to get as many goods as possible and as soon as possible. The uncertainty of receiving either French or English wares in case of war has determined them to lay in all the stock they can carry. Everybody is hoping that an amicable settlement will be arrived at, so that merchandising can proceed.

The domestic situation is very embarrassing. Manufacturers of both pottery and glass have been and are still hampered by the lack of fuel—in fact, the continued cold weather has almost paralyzed these industries. Not a kiln of pottery was fired for almost two weeks, and most of the glass factories have been shut down. Even those using oil and coal have been delayed, because oil is scarce and high, and there is hardly any coal to be had at any price. There does not seem to be any hope of lifting the railroad embargoes for weeks to come. The freight congestion is widespread. In the potteries not only are they suffering from want of fuel, but raw materials are becoming scarce. As far back as the first of January there was a shortage of flint, and now the burning of the mill at East Liverpool has rendered the situation acute. Add to these difficulties a shortage of labor, and the potters certainly have their troubles.

A gratifying surprise is the continued good retail demand. All the big establishments report their January business far ahead of last year, and that had it not been for the lack of goods sales would probably have exceeded those of any season in the history of the trade. New York is crowded with visitors from all parts of the country, many of whom, having failed to get what they desired in their home towns, have filled the coffers of the city trade.

The good retail business is not confined to New York. From everywhere like reports come to us. Every buyer who has been interviewed, without exception, says his business is simply wonderful. The marvel is where dealers get sufficient merchandise to achieve this result. There must be many an establishment carrying a smaller stock of goods that it has had on its shelves in years. Occasionally we hear of a retailer who by foresight has succeeded in keeping his stock pretty well filled up; but as a rule they complain, not only of general shortage, but of the broken condition of the lines they have on hand. The dire need of consumers is evidenced by the fact that they take things they do not want because they must have something.

The future is uncertain. All depends upon whether or not the war involves this country. Should hostilities break out it will be almost impossible to get foreign goods. Even now, with the mere threat, shipping is tied up and there is an embargo on the wares. The domestic potteries and glass factories cannot meet the present demands on them; and what will happen in case no foreign goods come in it is impossible to tell.

**East Liverpool and Vicinity** Not in years have conditions in the pottery industry been so chaotic. During the past fortnight production was practically nil. Not a kiln was fired off last week, and a week's turnover was lost. Shortage of gas, ditto of coal, scarcity of raw materials and cold weather all worked together to cripple the industry. The railroad situation shows no improvement, and the non-receipt of raw materials is becoming a serious problem. The partial destruction of the flint mill here last week further adds to the trouble. Manufacturers are about at their wit's end.

**Pittsburgh and Vicinity** Shortage of labor, both skilled and unskilled, is reported from most all the glass factories in this district. Lack of sufficient gas is also giving the manufacturers no end of trouble, some factories being forced to remain idle. Manufacturers who have been using oil have been unable to get prompt deliveries, and the market on oil is steadily advancing. Production has shown a decided loss during the last two weeks on account of these handicaps. The freight embargo is still proving annoying, both as to the receipt of raw materials and the delivery of finished products.

#### A DOUBLE CELEBRATION.

THE dinner dance given by Morimura Bros. to their employees in celebration of the opening of their new store on Twenty-third street was an extremely enjoyable affair. The occasion was also the fortieth anniversary of their existence as a firm in New York.

In 1877 they opened a little store 25 by 50 feet on Sixth avenue, between Thirteenth and Fourteenth streets. Business prospered, and they took the store on Broadway just above Spring street. They had been there but a little while before they had to enlarge. Again becoming cramped for room, last December they took possession of the building on Twenty-third street, a full description of which was published recently.

The dinner was held at Cavanaugh's, on Sixth avenue. Chas. W. Cowles, Louis Greenwald and Louis W. Greeman were the committee in charge, and right well did they perform their duties. Original songs were set to popular music by Louis W. Greeman, "L. W. G.," and "A. W.," and rhymes were composed and read by Miss Annie Walker and Miss Herbert which brought in the names of the girls on the force. H. K. Tetsuka was toastmaster, and in his opening address astonished his audience, which had not dreamed that he was such an orator. The hall had been handsomely decorated, and the floor was in splendid condition for dancing.

One of the interesting features of the affair was

the calling of the "honor roll"—men who had been in the employ of the firm for twenty-five years or more—and it showed Chas. W. Cowles with a service of 31 years, W. Erneman 29, M. Tanaka 29, S. Yamamoto 27, E. L. Van Buskirk 26, and Edward Gibson 25.

#### IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- C Hausen, hf, t, Efroymsen & Wolf, Indianapolis. 43 Leonard.
- P A Cain, t, The McClure Ten Cent Co, Atlanta. Latham.
- J L Haines, c, g, J B White & Co, Augusta, Ga. 23 East 26th.
- P L Beck, t, c, Baltimore (Md) Bargain House. 354 Fourth ave.
- L J Wagner, hf, J N Adam & Co, Buffalo. 18 West 35th.
- Miss L Scherer, hf, McAlpin Co, Cincinnati. 23 East 26th.
- C Leisler, hf, Alms & Doepke Co, Cincinnati. 350 B'way.
- E J Gemmill, hf, A T Lewis & Son D G Co, Denver. 18 East 18th.
- G O Horn, c, hf, t, Trask, Prescott & Richardson, Erie. 1239 B'way.
- A Palmer, t, Olds, Wortman & King, Portland, Ore. 432 Fourth ave.
- K K Denniston, hf, c, J D Purcell Co, Lexington. 1239 B'way.
- C R Kenniff, t, A Hamberger & Sons, Los Angeles. 215 Fourth ave.
- J L Lynch, hf, c, t, J Bacon & Son, Louisville. 23 East 26th.
- B Hough, t, Abrahamson-Bigelow Co, Jamestown, N Y. McAlpin.
- F C Campen, t, J Horne Co, Pittsburgh. 470 Fourth ave.
- H Marcus, t, The Emporium, San Francisco. 470 Fourth ave.
- J W Boston, hf, t, Mrs Kempf and M Schuchat, c, Famous & Barr, St Louis. 37 West 26th.
- C W Haskell, c, J J Freeman Co, Toledo. Navarre.
- F P Boyland, c, t, The Rike-Kumler Co, Dayton, O. 220 Fifth ave.
- I Halpern, hf, and Miss K Walker, t, Stix, Baer & Fuller D G Co, St Louis. 1140 B'way.
- T Barker, hf, R H White Co, Boston. 470 Fourth ave.
- H Gay, hf, Hunter & Tuppen Co, Syracuse. Broztell.
- Max Crueson, hf, c, Wallenstein & Cohn D G Co, Wichita, Kan. Grand.
- Miss M L West, c, g, G R Crocker & Co, Syracuse.
- Mr Hansen, t, Hillman's, Chicago. 404 Fourth ave.
- B Kaplan, hf, g, Younker Bros, Des Moines. 303 Fifth ave.
- T Schleuter, hf, A Schleuter & Co, Oakland, Cal. Flanders.
- O D Donnelly, t, W J Petee & Co, Oklahoma City. Wallick.



L Arnstein, g, c, hf, Ed Shuster & Co, Inc, Milwaukee. 404 Fourth ave.  
 J Stock, hf, Prenzlauer Bros Co, Savannah. 31 Union sq.  
 P Weill, hf, t, Lindell D G Co, St Louis. 404 Fourth ave.  
 M Schwartz, c, t, g, Golden Rule, St Paul. 1261 B'way.  
 Mr Soutter, t, Bannon Bros Co, St Paul. 1261 B'way.  
 I E Fronani and S J Watts, c, g, Woodward & Lothrop, Washington. 334 Fourth ave.  
 W B Stanton, t, Stewart & Co, Baltimore. 18 West 35th.  
 Chas Herman, hf, c, t, A Eisenberg & Co, Baltimore. 1239 B'way.  
 J H Schoenberg and Mrs Crayton, hf, c, t, Rothschild & Co. Chicago. 470 Fourth ave.  
 L G Wesselman, hf, Bailey Co, Cleveland. 72 Madison ave.  
 A G Allgrin, hf, O T Johnson Co, Galesburg, Ill. 404 Fourth ave.  
 A R Campbell, t, c, Wm Barie D G Co, Saginaw, Mich. York.  
 J Orlebak and A Toutenhoff, hf, H C Prange Co, Sheboygan, Wis. 353 Fourth ave.  
 J H Royhill, c, t, J Bressmer Co, Springfield, Ill. 334 Fourth ave.  
 Mr Klein, t, Robertson-Sutherland Co, Lawrence, Mass. 432 Fourth ave.  
 A Spingler, hf, Bush & Bull, Easton, Pa. Grand.  
 M I Keim, t, Siegel, Cooper & Co, Chicago. 404 Fourth ave.  
 W L Brenn, hf, G M McKelvey & Co, Youngstown, O. 1270 B'way.  
 T M Walsh, hf, G MacBain Co, Roanoke, Va. 432 Fourth ave.  
 J Henry, t, J L Hudson Co, Detroit. 354 Fourth ave.  
 F E Fleishman, hf, I Freimuth, Duluth. 1170 B'way.  
 R E Orr, hf, t, Lord & Gage, Reading, Pa. 23 East 26th.  
 L Baer, t, Baer Toy and Novelty Co, San Francisco. Breslin.  
 F W Fisher, hf, F E Nelson, Manchester, N H. Woodstock.

### OHIO RETAILERS GET TOGETHER.

THE formation at Youngstown, O., a few days ago of the Retail Service League may lead to a proposition that will soon assume national importance. The purposes of the organization, as outlined by Secretary P. L. Frailey, are worthy of consideration by small merchants throughout the country:

"The Retail Service League is an organization of small retail merchants within a radius of 150 miles of Youngstown, that place being the geographical center. Its purpose is to co-operate among the membership throughout this territory in the study of retail problems and in the accumulation at a central secretary's office of valuable working data collected from the experience of its various members. Any member may write into the secretary's office asking any questions about retailing that he may desire. This question is then presented

to all the other members, and from the accumulation of practical experiences thus secured a definite working answer is given to the inquirer. This is the first organization of its kind in the United States, and gives the merchant a dependable means of securing solutions of the many problems confronting him.

"It is not an organization for purchasing, the members being quite agreed that small retail stores cannot successfully combine for this purpose. The cost of membership is only \$5 per year, and no initiation fee is to be paid by members joining within the next thirty days.

"In addition to continuous service throughout the year, there will be two conventions—one in January, and one in June. The one that we have just finished has been termed by experts the greatest retail convention ever held in this country."

### AROUND THE GLASS FACTORIES.

#### Pittsburgh and Vicinity

At a quarterly meeting of committees representing glass manufacturers and workers, held here a few days ago, over fifty disputes were threshed out, and amicable agreements reached in about forty matters that were under discussion. The manufacturers reported that while orders were good, they were having trouble from insufficient fuel and shortage of labor, and are unable to see any relief until after the cold weather ends. They will hold another meeting here in March.

Salesmen for the United States Glass Co. this week arranged to start on the road. Walter Leazure will be the first to go, opening up in Cincinnati.

Buyers here during the last few days were E. W. Merrill, with the New England Furniture and Carpet Co., Minneapolis; Mr. Boviart, with Davidson Bros., Co., Sioux City, Iowa; Mr. Giometti Bros., Corning, N. Y.; Mr. Gross, of the Western Wholesale Drug Co., Los Angeles.

Harry A. Ross, manager of the sales department of the Pittsburgh Lamp, Brass and Glass Co., has returned from a visit to the Philadelphia, New York and Boston offices. Mr. Otte, the Pacific Coast representative, has been spending a few days at headquarters.

Fire of mysterious origin destroyed the costly barn at the home of W. L. Curry, of the Pittsburgh Lamp, Brass and Glass Co. Losses sustained included several automobiles, four horses and a cow.

The cut glass department in the Solomon store, Smithfield street, will be discontinued. This store

was recently sold in its entirety to Frank & Seder, the latter having lost their stocks by fire a fortnight ago.

Since the first of the year thirty new members have been enrolled by the Western Glass and Pottery Association.

The ruling of the Public Service Commission in the case of the Pittsburgh and West Virginia Gas Co., which had applied for an increase in its rates on gas for manufacturing purposes in the territory of Grafton and vicinity, allowing the rates to be advanced as requested, is declared by many to be a severe blow to the glass industry in that part of the State.

The Southside Board of Trade has appointed a committee to confer with the Pittsburgh City Council relative to the purchase by the city of the former site of the McKee Glass Co., which is desired for playground purposes.

The Haskins glass plant at Martins Ferry, O., will be sold by the trustee in bankruptcy March 12. It is rumored that several Eastern concerns will be among the bidders.

The United States Glass Co. is about to bring out a paper-weight the base of which is in the form of a horse-shoe, with the colors red, white and blue underneath, the top holding a cartridge four or five inches in length, the latter colored in silver and bronze.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of November, 1916, compared with the same month in the preceding year, were as follows:

	1915	1916
Great Britain .....	\$131,247	\$223,811
Austria.....	21,466	
France .....	90,832	67,972
Germany .....	177,403	275
Japan .....	89,836	181,896
Other Countries.....	28,867	29,671
Total.....	539,651	503,625

FOR TEN MONTHS ENDING NOVEMBER.

	1914	1915	1916
Great Britain.	\$2,165,367	\$1,943,253	\$2,026,981
Austria.....	447,802	196,109	81,637
France.....	1,181,658	846,071	965,334
Germany.....	3,421,349	1,712,377	306,624
Japan .....	1,290,677	1,132,748	1,476,184
Other Countries	332,352	373,529	490,822
Total.....	8,815,215	6,274,057	5,347,582

TOYS.

	1915	1916
Germany .....	\$616,500	\$ 63
Other Countries. ....	86,480	121,903
Total.....	702,980	121,966

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1914	1915	1916
Germany. ....	\$6,374,817	\$3,535,113	\$365,176
Other Countries	1,388,333	753,946	995,606
Total. ....	7,763,150	4,289,059	1,360,782

GLASSWARE.

NOVEMBER		FOR ELEVEN MONTHS E'D'G NOVEMBER		
1915	1916	1914	1915	1916
\$57,743	\$27,815	\$1,968,395	\$983,739	\$448,691

CHINA CLAY.

NOVEMBER		FOR ELEVEN MONTHS E'D'G NOVEMBER		
1915	1916	1914	1915	1916
\$117,284	\$7,592	\$1,809,032	\$1,018,159	\$1,267,287

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

NOVEMBER		FORELEVEN MONTHS E'D'G NOVEMBER		
1915	1916	1914	1915	1916
128	5,905	\$221,053	\$100,308	\$16,754

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

NOVEMBER		FOR ELEVEN MONTHS E'D'G NOVEMBER		
1915	1916	1914	1915	1916
\$361	\$26,200	\$688,485	\$325,296	\$246,717

CONSTANTLY ENLARGING.

TO provide for additional space, George Borgfeldt & Co. have purchased four properties adjoining their establishment—three on Seventeenth street and one on Irving Place. The land just acquired, when built upon, will increase their present floor space about thirty-eight per cent and at the same time provide them with a twenty-five foot driveway for shipping purposes on Irving Place. In order to meet their immediate needs



they have leased four lofts in the neighborhood from the first day of this month. In March of last year they leased 23,000 square feet at Hudson and Spring streets. They also leased on January 1 of this year 9,000 square feet in the Shaughnessy Building, Montreal.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending February 13, 1917.

BORDEAUX		
85 packages chinaware.....	Haviland & Co	
1 " " .....	J W Dean	
1 " " .....	Bradshaw & Straford	
6 " " .....	J Wanamaker	
34 " " .....	Haviland & Abbot Co	
16 " " .....	Vogt & Dose	
2 " " .....	J J Hines	
7 " " .....	Justin Tharaud	
7 " " .....	L Straus & Sons	
5 " toys.....	Adams Express Co	

LIVERPOOL		
9 packages earthenware.....	E Boote	
55 " " .....	Maddock & Miller	
2 " " .....	L Straus & Sons	
1 " " .....	Lewis & Conger	
4 " " .....	Butler Bros	
15 " " .....	G F Bassett & Co	
7 " " .....	G Collamore & Co	
34 " glassware.....	L Popper & Sons	
19 " chinaware.....	Meakin & Ridgway	
1 " " .....	Vogt & Dose	
3 " " .....	H C Edmiston	
4 " " .....	T S Todd & Co	
3 " " .....	Tiffany & Co	
4 " " .....	Alpus & Mott	
2 " " .....	Rowland & Marsellus Co	
1 " " .....	W H Plummer & Co	
9 " " .....	G F Bassett & Co	
2 " " .....	J Wanamaker	
1 " " .....	Miscellaneous Orders	
2 " toys.....	L Wolf & Co	

HAVANA		
20 packages earthenware.....	R S Lesley	

GENOA		
60 packages earthenware.....	R F Downing & Co	
3 " glassware.....	L Resny & Co	

MANILA		
2 packages chinaware.....	W McKinney	
22 " " .....	L Wolf & Co	
75 " " .....	Mogi, Momonoi & Co	
111 " " .....	A L Tuska & Son	
127 " " .....	Morimura Bros	
30 " " .....	G Neuman	
95 " " .....	Nypon Yusen Kaisha	
59 " toys.....	Geo Borgfeldt & Co	
68 " " .....	M D Levy & Co	
91 " " .....	G Frankel & Co	
14 " " .....	R H Macy & Co	
18 " " .....	Scheuer & Co	
13 " " .....	S Lisk & Bros	
53 " " .....	B Illfelder & Co	
108 " " .....	Haber Bros	
24 " glassware.....	American Trading Co	
8 " " .....	American Express Co	
16 " earthenware .....	Tajimi Co	

PORT LIMON		
11 packages earthenware.....	Museum of American Indian	

POWEY		
1,680 tons china clay.....	J B Moore & Co	
1,814 " " .....	Baring Bros & Co	
458 " " .....	Hammill & Gillespie	

LONDON		
4 packages glassware.....	G W Sheldon & Co	

BOSTON BUSINESS NOTES.

BUSINESS is excellent this week, with a large number of buyers in town placing good-sized orders. "Early delivery" is the request of all buyers; and more often than not it meets with derisive laughter.

The department stores continue to do a rushing business, although special sales are largely responsible for the activity.

Samuel Lerer's department store at Maynard suffered a loss of \$25,000 by fire the other day.

The Salesmanship Club of Boston was organized at a dinner at the City Club the other evening. J. G. Dickinson was elected secretary-treasurer of the executive committee, and other officers will be chosen at a meeting to be held later.

Many favorable comments are heard for the manner in which the Shepard, Norwell Co. is displaying its flag—a powerful searchlight being thrown on it at night.

The first annual conference of New England Credit Men's Associations was held at Young's Hotel on Tuesday afternoon.

Fire the other day heavily damaged the stock of Frank Chandler in the Emerson Block at Newport, N. H.

A million-dollar hotel at Randolph, Vt., to be ready for the 1918 summer season, is being planned. It will be known as The Chandler. The china and glassware contract will be worth competing for. A \$125,000 all-the-year-around hotel at Falmouth, Mass., is being promoted by the Falmouth Board of Trade,

The estate of Eben D. Jordan, of the Jordan-Marsh Co., was valued at \$5,569,015 in an inventory filed last week in the probate court. The bulk of the estate, which consists largely of personal property, was bequeathed to relatives.

FOUNDED IN 1874.

# Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

## SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 15, 1917

## AFTER THE WAR.

THE manufacturing capacity of the domestic potteries is about \$18,000,000 a year. As we have been producing in the neighborhood of \$17,000,000, we could gain only \$1,000,000 provided the potteries were run to the full. They are not now, and have not been for some time, running to within twenty per cent of their capacity. Up to the present only two or three plants have been added to those already going.

The domestic glass output has increased somewhat, but will not go much above the \$20,000,000 or so of ordinary times. Though the big raise in prices may swell the monetary value, the tonnage will probably not be more than five or ten per cent above the average.

It is thought that not more than \$2,000,000 worth of china is awaiting shipment from Germany; and were the war to stop now it would be months before that could reach us.

The German potteries are not working more than thirty per cent of capacity—hardly enough to supply the home demand.

England is producing fairly well, but is favoring her own country and colonies, so that we are getting only about forty per cent of what we would otherwise take.

France is producing about forty per cent, a goodly share of which is coming here.

Japan is increasing her output, and by the end of 1917 a big gain in importations from this source may be looked for.

It follows, then, that our industries will be engaged to capacity for a long time after the European war stops. It may be that the period will equal that following our Civil War—say five or six years.

The wise man will take advantage of his opportunities, so that if dull times eventually come he will be prepared to meet them.

## PERSONAL.

OWING to conditions arising from international complications, Emil C. Bronnum, representative of the Royal Copenhagen Porcelain Co., who arrived from Denmark last week on the steamer Frederick VIII with the idea of making an extended trip through the country, changed his plans at the eleventh hour and returned by the same steamer on Wednesday of this week. He hadn't the slightest curiosity to learn what it was like to be on a boat that was torpedoed; hence his departure on the same steamer with Count von Bernstorff.



W. J. McKenna, of the McKenna Bros. Sales Corporation, returned from his Western trip last Thursday with a nice volume of business for the factories represented by his concern.



Henry Saul, of the Saul Mfg. Co., arrived at headquarters on Tuesday feeling exceedingly cheerful over a very successful Western trip. He said business was so good that he hated to break away and come home.



Arthur J. Bennett, head of the Cambridge Glass Co., arrived here last Friday to discuss matters pertaining to local business with D. King Irwin, manager of the New York office.



Frank P. Judge, of the National China Co., accompanied by his wife, is making a visit to New York, combining business and pleasure.



The trade will sympathize with Henry Van Iderstine in the loss of his father last Sunday. He was a prominent builder in Newark, N. J., and had reached the ripe old age of ninety years. The funeral was held from his daughter's home in Passaic on Wednesday.



Max Strensch, of Koscherak Bros., returned to his desk on Tuesday after having been confined to his home for a week with an attack of grip.



After spending several days at the New York office consulting with Manager Chas Kraft, H. A. Ross, sales manager of the Pittsburgh Lamp, Brass and Glass Co.,



left for home on Tuesday. He stopped off at the Philadelphia office en route.



C. H. Taylor, head of the Jewel Cut Glass Co., accompanied by Mrs. Taylor, will sail Friday for Florida, where he will spend several weeks looking after business interests and incidentally enjoying himself.



Eugene H. Peck, New York manager for the Phoenix Glass Co., left Monday night for a trip to the concern's factory at Pittsburgh.



Nicholas Kopp, of the Pittsburgh Lamp, Brass and Glass Co., and Mrs. Kopp were in New York on a combined shopping expedition and pleasure trip the latter part of last week.



F. W. Jenkins, who made "Avenir" china famous, and afterwards became well known as a distributor of gift shop goods, has associated himself with Chas. Hall, and is now at 200 Fifth avenue.



E. Root, of the Foster-Stevens Co., registered at the Walcott early this week.



Brewster R. Kinney, of Kinney & Levan, Cleveland, who has been in town for a week, was booked to return home this Thursday night.



Miss Springer is in town buying toys for Hale Bros., San Francisco. She is an expert in the line, and the salesmen are always glad to see her.



I. E. Fronani, buyer for Woodward & Lothrop, Washington, who was in town on Wednesday, placing orders, said he was doing a great business and was well contented with conditions.



G. H. Wheelock and his son, Harry E., of South Bend, Ind., are making their annual visit to New York to place orders. They are registered at the Biltmore.



W. E. Hunter, president of the Economy Tumbler Co., arrived in New York on Wednesday morning for a short stay.



M. E. Lannon, of the J. M. & E. W. Westwater Co., Columbus, O., has been in town most of the week placing orders for future delivery. Mr. Lannon is registered at the Walcott.



Chas. Haas, buyer for S. & G. Gump, San Francisco, is one of the latest arrivals reported in town this week.

Aside from being a large buyer of merchandise, Mr. Haas is immensely popular on his own account and is always welcomed here by a host of friends in the trade. He is registered at the McAlpin.



Geo. W. Kinney, of Kinney & Levan, who takes great interest in Cleveland's civic affairs, is in the South with a delegation from the Chamber of Commerce of his city, the itinerary of which may take him to Cuba.



Axel C. Hanes, of C. Dorflinger & Sons' traveling force, hit the trail on Wednesday, leaving for a two months' tour of the New England States and the Middle West.



Myron Maibrunn, of the newly-organized Maibrunn Co., manufacturers of shades and lamps, left on Monday for an extensive trip through New York State, the Middle West and West. He expects to go as far as Omaha.



F. O. Shattuck, New England representative for Geo. F. Bassett & Co., has decided to remain at headquarters for another week or ten days to meet customers who are visiting the New York market. He will open up his line March 5 at Young's Hotel, Boston, for a week's stay.



S. O. Paull, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., arrived in town on Wednesday for a several days' stay.



Miss Emily Hodgins, of the Hodgins Co., Buffalo, N. Y., is in town this week placing orders.



J. B. Youngson, of the Wheeling Tile Co., is a visitor in New York this week, combining business with pleasure. He is making his headquarters at the office of Malone & Nicholson.

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#### AN OLD FIRM IN NEW QUARTERS.

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LAST week we mentioned that Chas. Emerson & Sons would move on March 1 to 38 Main street, Haverhill, Mass. It is an event to them, as they have been located in one spot so many years that their store had become a landmark. In their new place they will occupy two floors and basement, which are being remodelled. The street floor will be used for glass, fine china and novelties. The second floor will be devoted entirely to dinnerware. The walls of the dinnerware room are done in old rose tapestry, woodwork in two tones of gray, and carpet of darker gray—the color

scheme being taken from Morimura Bros.' new dinnerware rooms in New York. The firm was established September 1, 1866, and was consequently fifty years old on September last. They have been subscribers to the CROCKERY AND GLASS JOURNAL since 1875.

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## AT CHICAGO.

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QUITE a few out-of-town visitors were in the city during the week, and they all bought liberally.

\* \*

H. L. Town has gone with Walter G. Minnemeyer as salesman, and James S. Allen, who was formerly with Mr. Minnemeyer, but who has been in another field for several months past, has returned to his former position and is now calling on the city trade.

\* \*

Fire broke out on Monday morning in the Atlas Block, 30 E. Randolph street, and threw a scare into a number of glass firms located in the building. Kelly & Reasner, the Johnson-Carlson Cut Glass Co., Lewis Simpson, the United States Glass Co. and Walter B. Andrews were inconvenienced by the smoke, but little damage was done.

\* \*

Dana Richardson, of Burley & Tyrell, has recovered from a recent attack of grip.

\* \*

Neil Bingham, traveler for the United States Glass Co., will leave for his territory in a few days after spending some time in calling on the local trade.

\* \*

H. S. Potter, sales manager of the Tarentum Glass Co., arrived in the city this week.

\* \*

Ben Feldman has been appointed manager of the crockery, glassware and housefurnishings department of the Twelfth Street Bazaar.

\* \*

W. S. Kelsey, traveler for the Corning (N. Y.) Glass Co., was in the city for a couple of days this week.

\* \*

Harper J. Ransburg had a glass display at the Palmer House on the occasion of the convention of the five and ten cent store dealers.

\* \*

George R. Spinney, former manager of the Chicago office of the Cambridge Glass Co., who was recently appointed to a position with the Paul Richter Co., has begun his duties. He spent last week in visiting the city trade.

\* \*

Montgomery, Ward & Co. will build a million-dollar addition to the present plant at Chicago avenue and the north branch of the Chicago river. It will occupy an area 400 by 105 feet, and will be nine stories high.

Only recently it was decided to erect a subsidiary warehouse at Thirty-ninth street and the south branch of the Chicago River, in order to relieve the present congestion.

\* \*

E. E. Fricke, of the Phoenix Glass Co., will leave soon on a road trip.

\* \*

The Brush-McCoy Pottery Co. has a display this week on the fourth floor of the Palmer House, the occasion being the convention of the National Importers' and Exporters' Association, which started on Monday.

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## AT THE IMPERIAL.

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THE exhibitors at the Imperial are doing a great trade. That it is a seller's market is evident. Heretofore the salesmen have had to beg buyers to come and look the lines over. This year they are only too glad to come if there is a chance to get goods. And they keep their appointments almost to the minute.

Although E. P. Chapman, with cut glass lines from Emil F. Kupfer, had written for a reservation, he was two days before he could get a room.

W. C. Lynch, with samples from Taylor, Smith & Taylor, has done the business of his life, and has prolonged his stay beyond the time he had set.

H. B. Hollis, of Boston, is showing a very pretty line of baskets in rustic style and strongly made to hold light blown cut glass sets. They are not only ornamental, but very useful. He has also an exhibit of cut glass sets in seven pieces for ices, cider, grape juice, wine, whiskey, water—in short, for all kinds of beverages. His line of stemware is novel in design, and at prices that ought to make them sell. Visiting buyers cannot afford to pass this exhibit by.

J. W. Mackey, who is showing the Edwin M. Knowles line of china, is making his first visit to New York. The first three or four days he was so busy that only once did he put his foot outside the hotel, and that was to make engagements, and has had so much to do since that he barely finds time to eat. "Zack" Irwin came on from East Liverpool and spent two or three days with him. The new lines have attracted much attention for the beauty of the designs and the excellent workmanship.

•

## AT THE McALPIN.

The Old Colony Cut Glass Co., Fall River, Mass., are making a very fine showing at the Hotel McAlpin. There are some new conceptions that cannot fail to please. Mr. Magid is in charge.





## Pointers for Buyers.



Where Live Merchandise May Be Obtained.  
 Tips to Dealers Looking for Ready  
 Sellers.

### NEW LUSTRE WARE.

The new lustre ware which Kennard L. Wedgwood is showing adds new lustre to the name of Wedgwood. This kind of ware is growing in favor, and the treatment now offered will further popularize it, particularly the powdered blue and lustre. The queensware line has been augmented by new shades in cream, lavender and Flemish green. Many new patterns are shown on service plates, a radical departure being a fairly heavy border pattern on the shoulder while the edge has only a gold line. Another novelty is a Rose du Barry edge with a gray laurel wreath superimposed and a floral center. There is a long line of fine dinner sets in an "Adam" treatment in a variety of colors. Many new designs are displayed in earthenware, bright flowers predominating. This pottery is very strong in salad sets, and the new decorations are in "snappy" strong colors. Another of the strong lines is the self-colored bodies, which are shown in cane-color, lavender and Flemish green without any decoration.

### STILL GOING STRONG.

The very pleasing "Rims of Gold" line introduced several months ago by the United States Glass Co. has received some additions this week that will add materially to its popularity. For those who are not already familiar with the line it may be stated that the decoration consist of a 24-karat gold band and line on a shape of very graceful proportions. The items comprise, besides stemware and tumblers, a vast number of other articles for table service. Among the late arrivals is a footed base that departs somewhat from the regular decoration in that the band is considerably wider and is used without the line.

### MORE "GOUDA" NOVELTIES.

On another page will be found the advertisement of E. Torlotting, sole agent for Plateelbakkerij "Zuid-Holland," Gouda, Holland, manufacturers of the celebrated "Gouda" art pottery. This ware created a sensation when it was introduced here last season and it has since been steadily growing in favor. It is unique in every feature, from the peculiarly fascinating drab body to the odd shapes and daring decorative treatments. In fact, there is nothing on the market even

approaching it. Mr. Torlotting is exhibiting the most extensive assortment he has shown since securing the line, and the long list of items consists of all sorts of the most salable kind of articles, including many novelties new to fancy ware. Considering its highly artistic value, the ware is exceedingly modest in price, and has proven a money-maker wherever shown.

### SOME INTERESTING DESIGNS.

The Onondaga Pottery Co. are showing in their New York warerooms some new designs that are particularly interesting. One called the "Roslyn" shows a floral center with bunches of flowers over the rest of the plate. Another named the "Vernon" has medallions at intervals upon the edges of the plate in bright colors with black background. These are on regular dinner sets in thin china. For hotel ware they have a particularly attractive pattern showing a pheasant with groups of flowers.

### MAHOGANY AND GLASS.

Novelties at the showroom of Paul A. Straub & Co. are mahogany and glass items for utilitarian purposes, including a patented bowl with knives set in an attractive stand, mayonnaise sets, marmalade jars, lily bowls, puff jars, bonbon boxes, relish sets, cigar jars, ash receivers, etc.

### SEVENTEEN NEW PATTERNS.

Thos. G. Edge, New York representative of the Colonial Co., East Liverpool, has just received seventeen new dinnerware patterns. Most of them are borders in delicate designs, and there isn't a poor one in the lot.

### NEW COLORS IN GLASSWARE.

The Horace C. Gray Co.'s salesroom contains so many attractions these days that it is difficult to know where to begin to describe them. The Westmoreland Specialty Co. has surpassed itself in beautiful new productions, which include "Mother-of-Pearl" glass, a fascinating new effect; a line of Venetian ware, and a showing of heavy enamel decorations in elaborate coloring effects on crystal. Another of the Gray factories exhibiting new items is the Diamond Glass Co., which has turned out a rich new color known as "Cerulean

Blue." The Indiana Glass Co. has also contributed various new things. Besides his already long list of factories, Mr. Gray has recently acquired the Cincinnati Art Co., manufacturers of artistic terra cotta window boxes, plaques, etc.

#### DISTINCTIVE DINNERWARE.

A. H. Hays is exhibiting from the Crooksville China Co. an interesting collection of new dinnerware patterns comprising about a dozen treatments in distinctive colorings and arrangements of border designs and all-over effects on a well-proportioned shape.

#### GOOD DINNERWARE PATTERNS.

Edward A. Unger has received from the East Liverpool Potteries Co. two new dinnerware patterns—No. 7613, an odd border design with gold handles; and the "Classic," a fetching color effect in an irregular border.

### BUSINESS BRIEFS.

The Unique Doll Co. has been incorporated to deal in toys, dolls, novelties, etc., with a capital of \$5,000. The incorporators are A. M. and E. E. Fisher and A. Slomuka, all of Brooklyn.

The American Toy Corporation will manufacture metal specialties and toys with a capital of \$250,000. Incorporators: Arthur W. Britton, Samuel B. Howard and Louis B. Gunther, New York.

William Laubach & Sons, Easton, Pa., have awarded the contract for a large addition to their present building. It will be 50x70, three stories high, with finished basement for salesroom, giving an additional 14,000 feet of floor space for sales purposes.

Henry Birn & Son, the well-known dealers on Grand street, have found it necessary to enlarge their premises to accommodate their increasing business. A large building uptown was offered them, but on consideration they decided to remain where they were and add two additional floors, giving them 10,000 feet more space and enabling them to carry a much larger stock.

A special meeting of the stockholders of the Kaufmann Department Stores, incorporated, Pittsburgh, will be held at the office of the company, 1261 Broadway, New York, February 19, for the purpose of authorizing a decrease in the capital stock from \$9,700,000, consisting of 22,000 shares preferred and 75,000 shares of common, to \$9,600,000, consisting of 21,000 shares of preferred and 75,000 shares common, of a par value of \$100 each. The company has acquired at not exceeding \$125 a share preferred stock amounting to \$100,000 par value, which is to be retired from a special surplus account provided for the purpose.

### SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

#### SITUATIONS WANTED.

OPEN FOR ENGAGEMENT.—Advertiser, who has thorough knowledge of pottery, and resident in Stoke-on-Trent, is open to represent, in the Staffordshire Potteries, an American or Canadian firm of crockery importers. Splendid references. Apply "CERAMIC," this office.

#### FOR SALE.

ESTABLISHED MORE THAN FORTY YEARS. Entire stock of china, cut glass, silverware, lamps, crockery, glassware and housefurnishing goods; also fixtures, lease, etc. Must be sold on account of death of owner, A. B. Stockholm. The stock is complete and new, and the store has always enjoyed a large and elite patronage. This store handles the best line of goods, caters to the best trade, and has the best location in the city of Poughkeepsie, New York. Here is an unusual opportunity to step into an established and going business of the highest reputation. Write at once to HOWARD A. SOMERS, Administrator, 52 Broadway, New York.

RETAIL and wholesale stock of china, glass and queensware. Established business of fifty years in Logansport, Ind. Will close out at great sacrifice if taken at once. Address JOHN ALBER, Logansport, Ind.

A REAL OPPORTUNITY.—A flint and feldspar grinding and pulverizing plant with the most modern and up-to-date equipment, with a capacity of twenty tons per day, and located in the East Liverpool potting district. This plant was completed in 1914 and has been operated but very little, owing to lack of capital. It was constructed by practical men and is an innovation in the manufacture of pulverized flint and feldspar. This plant can be bought for \$25,000, and if properly operated will show a profit of at least fifty per cent on the investment. The demand for flint and feldspar is such that the plant can be run at full capacity. Any person who is interested in this proposition can obtain full particulars and an inspection of the plant by addressing "FELDSPAR," No. 762 Dresden Avenue, East Liverpool, Ohio.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

## WANTED

a line of Lighting Glassware, or Lamps, or Lighting Material, to sell in Greater New York on a commission basis. Have twelve years' selling experience and intimate acquaintance in lighting trade of this territory. Two years with Holophane Glass Co., New York; eight years with Phoenix Glass Co., New York. Excellent knowledge of trade conditions and best of references. Showroom well located. Active daily touch with buyers.

**HARRY PICKHARDT,**

Sales Representative for  
Lighting Material,

98 Park Place, New York.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

The loss of over a week's turnover in the potteries of this locality is a serious matter for buyers of the domestic product. Not one of the several hundred kilns in the district is under fire, owing to the continued cold weather. Officials of the Manufacturers' Light and Heat Co., at Pittsburgh, hold out no hope for a better supply of gas. They will furnish enough for domestic purposes, but none will be diverted to the potteries during a cold season. All the manufacturers can do is to wait for moderating weather before they can light their kilns. Every kiln in the East Liverpool, Wellsville, Chester and Newell district is filled and ready to be fired. The kiln crews filled all kilns possible, where the supply of saggars was sufficient, and then left the shops, their labors being ended until one or more kilns are fired off and a supply of saggars is available.

The partial destruction of the plant of the Potters Mining and Milling Co. will be felt a little later by the pottery manufacturers. Inability to secure flint will prove a decided handicap. It is reported that at the time of the fire the company had unfilled orders for fifty cars. With the production of the plant decreased—as only a few cylinders can be operated—and the supply of flint in the potteries low, manufacturers are brought face to face with an unusual condition.

Among buyers visiting the district recently were Robert Orr, for Lord & Gage, Reading, Pa.; George F. Hankins, Lexington, N. C.; J. Lee Richards, with Hale Bros., San Francisco; Max Cruson, with The Boston Store, Wichita, Kan.

Some of the larger buyers have announced their intent to make visits to this market at least once a month in an effort to keep track of unfilled orders, and at least two houses will engage a resident representative for such work and also advise their firms what is possible to be picked up for immediate shipment. This is but following out the plan of Butler Bros., who recently opened an office in Pittsburgh for the purpose of look-

ing after shipments and combing the market for what merchandise might be available immediately, but for which no orders had been given.

\* \*

At the annual meeting of the stockholders of the United States Pottery Co., Wellsville, the following officers were elected: president, J. J. Purinton; vice-president, G. F. Purinton; secretary and general manager, W. E. Brown; treasurer, B. F. Burford. President Purinton has gone to Florida, where he will spend the remainder of the winter season.

\* \*

Just what effect the present situation with regard to ocean shipping will have in reference to the receipt of English decals is hard to forecast. Up to now consignments have been rather liberal.

\* \*

Confiscation of several cars of coal on the railroad siding near the Smith-Phillips China Co.'s plant, one of which was turned over to the company because of its dire need of fuel to fire its boilers, resulted in the railroad company taking every car on the long siding and placing them elsewhere.

\* \*

Raw material houses say that to quote prices on some lines is out of the question, and that lists have been withdrawn. Italian acid is very short. Western borax is also becoming scarce on account of the freight embargo.

\* \*

Fred Kline, who has been spending the past six weeks at the office of the Knowles, Taylor & Knowles Co. here, has returned to his home in Philadelphia.

\* \*

W. L. Smith, of the Taylor, Smith & Taylor Pottery Co., accompanied by Mrs. Smith, has left for St. Petersburg, Fla., where they will remain during the balance of the winter season.

\* \*

Many visitors at the new sample room of the Knowles, Taylor & Knowles Co. have admired the

brick mantel in the directors' room on the first floor. It was brought from the former home of the late Col. John N. Taylor, and is built in the wall just as it appeared in the old homestead.

\* \*

The Potters' Discussion Club will meet in Pittsburgh the latter part of next week, probably February 23, for the purpose of hearing papers on clay shop efficiency and kiln-firing. "The manufacturers should have formed such a club years ago," said a member. "We have had two meetings, and I have already learned a lot. At our last meeting I picked up some pointers that assisted us in solving a manufacturing problem that had been bothering us for months."

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### GOING TO DO IT SOME TIME.

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PUTTING off things, waiting until to-morrow, the idea of delaying, has wrecked more individuals than any other one fault in business.

One inactive, indolent, put-it-off man can stall the success of a whole organization; and he will.

When the prompt, alert, aggressive members of an office or a plant see some lotus-eating loafer going to sleep on the job, it has a bad influence—very bad.

There are men who start out to do something, to meet a customer, to sell; and down deep in the back of their brain they hope that the customer is not in. They seem to feel a sense of relief when told by the office boy that the would-be patron will not be back for four days.

If the truth were known, these bluffing-themselves men are not convinced in their own hearts that they are on the right track. They do not expect to sell the customer, but they would not for worlds be so careless, so indifferent, as not to call on a customer. Calling is the easiest thing they can do. It's a habit. They go through a regular routine of calling once a day, of telephoning and bluffing generally.

They will sit at the desk in the morning and potter and pudder; they will waste time in fiddle and fibble until the best part of the morning is lost. They will sit and balance a penholder on the first finger; but this will never balance their drawing account, their salary. They are expensive luxuries.

They seem to want to doze, drowse, snooze their success away. Anything to put it off.

Instead of getting things done and out of the way, they seem anxious to let a lot of letters pile up on the desk—to leave a lot of work undone. They would rather have a lot of unfinished business at night, and worry over it for hours, than take an extra half-hour after quitting time and worry through it.

Some men seem to think they can live and prosper and hold their jobs on the unfinished memoranda they hang on the hook. These are prospects, to be sure; but thousands of men have starved with a spindle full of prospects.

The man who decides to wait until next Tuesday afternoon doesn't believe in his heart that he can do it.

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### FOREIGN TRADE AFTER THE WAR.

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SOME will claim, and with a degree of soundness, that to have launched on an intensive campaign for international trade previous to the last few years would have been premature, said Kenneth L. Patterson, of the National City Bank of New York, recently. It is asked: Were we economically prepared? Were we not too much taken up with domestic affairs, in view of the comparative newness of our land, to assume the extended responsibilities which accompany such an undertaking? Therefore, to have earlier announced our entry into the world contest for foreign trade, would it not have been a case of plucking the rose from the bud?

To these questions we receive varied answers, but few there are who are not of the belief that the time has now arrived when, if we are to retain our present prosperity after the war, we must thoroughly lay our plans for foreign trade, which is sure to bring us bountiful returns if carried on intelligently and with right motives.

The entire subject lies immediately in the hands of our business men. If they are wise and will "play fair" the whole country will be benefited. If they are shortsighted we may as well give up now. There must exist a unity of interests, a spirit of helpfulness, a feeling of giving to the world in one form or another at least as much as we receive. A foreign business predicated on any other motives can only result in eventual disappointment. There is a vast chasm between what is known as constructive aggressiveness and the selfish kind.

The consensus of business opinion in the United States to-day seems to substantiate the statement that our prosperity during the past two years has been mainly a product of the deplorable situation which exists across the Atlantic. We have an unprecedented surplus of gold. Our trade balance, already abnormal, is assuming colossal proportions. Our factory facilities have been greatly enlarged, and with high pressure in all departments are still overburdened. Raw material is short. The supply of labor is inadequate. Domestic demand has been greatly stimulated. Finished products are practically sold out.

The United States, without effort on her part, has been placed in a position of most unusual opportunity; but, thanks to the wisdom of our great industrial and financial minds, the glamour of it all has not beclouded our vision of the situation as actually being abnormal and as requiring our most strenuous efforts for its safeguarding and protection. The condition is being handled by our business men in a masterly fashion.

*Continued on page 26.*



Our Complete Line of  
**NEW DINNERWARE PATTERNS**

is now being shown at the

**HOTEL IMPERIAL,**

Broadway and 32d Street, New York, Room 323,

where

**MR. J. W. MACKEY**

will be pleased to receive calls from merchants and buyers.

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**The Edwin M. Knowles China Co.,**

**EAST LIVERPOOL, OHIO.**

**PROFITABLE,**

because it supplies the customer's demand for distinctiveness at modest prices, and consequently yields a steady profit to the dealer who stocks it. That is the story in a nutshell of

**"GOUDA" ART POTTERY,**

a refreshingly different line made by PLATEELBAKKERIJ "ZUID-HOLLAND" in Gouda, Holland—a factory celebrated for centuries for its quaint and artistic productions.

Complete assortment of fancy pieces in exclusive shapes and designs.

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**E. TORLOTTING,**

Sole Representative,

**35-37 WEST TWENTY-THIRD STREET, NEW YORK.**

**H. B. HOLLIS**

Room 253, Hotel Imperial

... NEW YORK ...

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**CUT GLASS**

AND

**HANDLED RUSTIC BASKETS**

CONTAINING LIGHT BLOWN

**CUT GLASS SETS**

FOR ICED TEA, LEMONADE, GRAPE JUICE,

WATER, ETC.

*Continued from page 24.*

The problem before us is therefore to devise the best means possible of holding as much of this prosperity as we can.

You cannot have seven-eighths of a body feverish and the remainder normal. The feverish condition will invariably reach to all parts in more or less degree. Similarly—quoting Mr. Roberts' "Business After the War"—you cannot destroy wealth anywhere in the world that the whole world does not suffer loss. You cannot withdraw millions of men from an industry without seriously affecting all industries and all States. The law of compensation is certain to enter in; is bound to be upheld. We are temporarily on the top of the hill, a hill that is becoming more splendidly fortified every minute; and while we are stronger and richer in money and productive ability, on the other hand we shall be forced ultimately to descend and meet a readjustment which will take every ounce of our fortitude, every inch of our mental and physical strength.

While undergoing the readjustment there can be no doubt that a substantial foreign trade will materially assist in lessening the weight of the burden. The burden of readjustment will be spread over a larger area, and each individual or community will feel it less. Also, in doing the necessary pioneering work now, the opportunity is offered of driving our wedges firmly, of getting ourselves planted in foreign fields without the intense opposition of other countries.

Assuming, then, that we are agreed as to the advisability of pursuing a policy for the development of foreign trade, a great many questions immediately present themselves. Will we be in position to meet foreign competition after the war? Will our government earnestly and thoroughly study the needs of, and co-operate with, our industrial interests (as is exemplified in the case of Germany); or will it continue, as it has seemed to do in the past, to stifle so-called "big business" in the belief that it is a menace rather than, in any degree, a benefit to the community? Are our manufacturers and exporters prepared to make supreme and necessary sacrifices incident to the proper testing of the policy? Are they willing to engage in export trade on a 365-day-in-the-year basis, so that it may become a regular part of their business rather than a by-product?

Europe has 25,000,000 men now engaged in war. As soon as peace is declared the warring nations will lose no time in starting the work of rehabilitation and the men will soon be returned to their regular duties. Every sail will be hauled in, every rope made taut, every ounce of wind put to the most scientific use, and nothing will be left undone to increase production and to shade unit cost to the smallest fraction. Several of the leading governments are now openly laying broad and far-reaching plans to this end, as illustrated by the recent action of the German government in creating the "Bureau for the Transition Period Between War

and Peace Conditions," charged with probably the hardest task that ever confronted a similar organization. Its principal function is the re-mastering of export trade. We have been notified that after the war these countries will purchase as little as possible, and, contrawise, will strain every fibre to manufacture as much as possible and to sell absolutely all they can spare. Their successful recovery from the throes of the most terrific contest ever known in history is greatly dependent upon their ability to revive and build up their export trade.

Again, labor and money seek the points of highest return. In like manner, the country paying the highest prices attracts the imports. Now, under our existing tariff law an alarming situation confronts us. With manufacturing costs higher than they have ever been before, with prices on a level scarcely dreamed of in the past, and with little or no hope for relief in the way of reduction in labor charges, are we not a most vulnerable spot for the sharp edged commercial arrows of energetic and experienced European States? The question commands our immediate and most serious thought, for if after the war domestic supply is to be supplanted by foreign merchandise it would be useless for us to endeavor to secure a favorable trade balance abroad by entering those markets. We must first alleviate the conditions which exist at home and strengthen our commercial fortifications before we can entertain any hope of securing a permanent footing in foreign fields. Our rightful, logical and by far most valuable market is within our own boundaries.

Lacking the stimulus of government support in the past, there has been no large amount of energetic co-ordination of efforts for foreign trade on the part of the manufacturers, no intelligent collective activities in foreign sales business. Furthermore, we have not had, until recently, the assistance of American branch banks abroad, so essential to permanent, profitable and harmonious foreign commercial intercourse. We have been not only without proper legislation to protect our home markets from foreign aggression, but also without reasonable shipping laws. Many of our laws have been framed to prohibit combination without permitting a voice of protest from the industrial interests and with no apparent friendly desire on the part of those making the laws to shape the national policies to the greatest advantage of our business interests or to protect us from the effects of foreign combination. Before all else (and it is bound to come some day) there must grow up a unity of interest and motive between business, large and small, and the Government. This is even more essential than tariff protection taken in itself.

All of these facts would be discouraging were it not evident that a spirit of appreciation of what the manufacturers must face, a gradual enlightenment as to the enormous extent to which export trade will find

*Continued on page 28.*



*Theodore Haviland*

Limoges.  
FRANCE.

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THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



Continued from page 26.

ready reflection in our domestic welfare, seems to be dawning upon the public mind and upon those occupying governmental posts, who are in position to rectify in degree this situation. There now appears to be a healthy and growing desire on their part to lend a helping hand. In the meantime, business is becoming acquainted with the requirements of foreign trade relations. Industrial and economic organizations planned along thorough lines for external business are springing up. Our commercial associations are taking a marked interest in the potentialities of such trade, and a remedy is bound to be found for much that now acts as an obstruction to profitable international business. Already the United States Federal Trade Commission has declared its disposition to interpret the Sherman

Act so as to permit combination with reference to export relations. This alone is a big step forward.

Let it be understood, however, that the remedy does not lie entirely in legislation or artificial economic restrictions. To accomplish the best results and to make our nation invincible we must have the highest type technical skill, maximum of production per man and machine, elimination of waste, and the thorough utilization of all by-products in manufacture.

We can successfully meet foreign competition if there is the proper union of efforts, a willingness to set aside present temporary monetary advantages for future permanent trade of great profit—a joining of hands all the way through, industrial, governmental and banking, for mutual protection and constructive advantage; in short, a mental and physical collaboration which will be far-reaching and effective.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

## MONTHLY SUMMARY OF IMPORTS.

THE importations of earthen, stone and china ware for the month of November, 1916, compared with the same month in the preceding year, show losses as follows: Austria \$21,466, Germany \$177,128 (Germany and Austria together \$198,594), France \$22,860. The gains for the month were: Great Britain \$92,564, Japan \$92,060, Other Countries \$804, making the combined total loss \$30,026.

For eleven months ending November, 1916, compared with the corresponding period of 1914, the losses were: Great Britain \$138,386, Austria \$366,165, Germany \$3,117,765 (Germany and Austria combined \$3,483,930), France \$219,324. The gains were: Japan \$215,507, Other Countries \$158,470. The total importations compared with 1914 show a loss of \$3,467,663. Compared with the eleven months of 1915 the losses were: Austria \$114,472, Germany \$1,435,753 (Germany and Austria \$1,550,225), while Great Britain showed a gain of \$83,728, France \$79,263, Japan \$343,436 and Other Countries \$117,293, making the aggregate loss for the eleven months compared with 1915 of \$926,505.

The importations of toys for the month of November show a loss of \$616,437 for Germany, while Other Countries gained \$35,424. For the eleven months Germany lost \$5,909,641 compared with 1914 and \$3,169,937 compared with 1915, while Other Countries lost \$392,727 compared with 1914 and gained \$241,660 over 1915.

In glassware the importations fell off \$29,928 for the month of November, and for the eleven months \$1,519,704 compared with 1914 and \$535,048 compared with 1915.

China clay shows a deficit of \$109,692 for the month and for the eleven months \$541,745 compared with 1914, but shows a gain of \$249,128 over 1915.

Hydrate of potash containing not more than 15 per cent of caustic soda shows a gain of \$5,777 for the month, but lost \$204,299 compared with 1914 and \$83,554 compared with 1915.

Articles of metal enameled or glazed with vitreous glasses gained \$25,839 for the month, and lost \$442,768 compared with 1914 and \$78,579 compared with 1915.

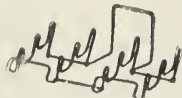
YOU can't always judge what a man thinks by what he says.



TWENTY-SEVEN YEARS' EXPERIENCE IN THIS LINE.

Brass and  
Rubber-Covered

Easels, Plate and Plaque Hangers, Etc.

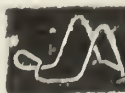


Large assortment of styles and sizes for displaying cut glass, plates, cups and saucers, etc. Prompt deliveries.



MAX KAUFMAN,

106 Broadway, Brooklyn, N. Y.



## Jones, McDuffee &amp; Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China.
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	"
The BLUE CHINESE,	L'Union Ceramique
The SOFIA China,	J Wedgwood & Sons
The BRINDISI,	"
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	Ginori Italian China.
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted.	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston

Stock Patterns" which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 22, 1917.

## THE CONDITION OF BUSINESS.



Trade conditions are more complex than ever. Shipping is practically tied up, and there is no knowing when imports will arrive. Manufacturing in the gas belt has been at a standstill, owing to the protracted cold wave, gas having failed and no coal being obtainable. The glut of freight at the seaboard has prevented the railroads from moving their cars, with the result that crockery dealers are unable to get goods and manufacturers are deprived of materials. There is a shortage of flint and clay in East Liverpool, and it is probable that if the potters had not had to shut down because of the lack of gas they would have been so short of these two items that they could not have continued working. There would be plenty of flint and domestic clay if the railroads could move it. Last week a few hundred tons of foreign clay reached New York—and remains here. When it will be shipped to the consignees is a question.

The fuel problem is becoming serious. Gas has to be pumped miles, with an ever-decreasing supply. Oil is too expensive at present prices, and the gas-producers are not proving entirely satisfactory; although it is believed that eventually there will be improvement in this respect. It may be, however, that the factories will have to go back to coal—at least in the winter.

Buying goes on apace. A large number of buyers still remain in the city and more arrive daily, so that the departures are balanced by the arrivals. They are taking almost anything they can get, and the variety and quantity offered are becoming less and less. Representatives in New York of both foreign and domestic

manufacturers are in constant receipt of letters and telegrams instructing them to take no more orders on such and such articles. Buyers are at their wit's ends. Often, in desperation, and with the hope that at some time or other they will get goods, they order, trusting to luck. Of course there are some wares which are obtainable in a reasonable time, but as a rule everybody is sold up for months to come.

Retail trade continues to be good all over the country. If people can't get just what they want, they take what they can get—which is very accommodating on their part, and helps the retailer a lot.

The future looks bright, so far as demand is concerned, but there is not much hope of a better supply for some time to come. With warmer weather the domestic output will be better. The supply of foreign goods depends on how effective the German blockade proves.



Business has been practically at a standstill here. No gas, no cars, no coal, and other troubles, are playing havoc with the industry.

Freight congestion is worse than ever, one of its results being inability to secure raw materials through carriers contributory to the Pennsylvania railroad. In the shipping of ware, manufacturers cannot tell from one day to another what points are open. No immediate relief is in sight. Manufacturers are sitting tight, watching any possible opportunity to start shipments.

### Pittsburgh and Vicinity

The fuel situation, coupled with the car shortage, is working to the detriment of the glass business in all parts of the West. The manufacturers have been unable to secure normal production on account of the shortage of fuel, cannot rely on the receipt of raw materials, or tell as to shipment of finished products. Conditions in the trade are about the worst ever experienced in these particulars. Orders are plentiful, and the demand for higher priced lines is increasing. Staples are active. Tumblers are in very heavy request.

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## AT CHICAGO.

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MORE than the usual activity was manifested in the crockery and glass trade here last week, owing possibly to the convention of the National Importers' and Manufacturers' Association held in the Palmer House. Many of those who attended bought not only from the concerns which had their lines displayed in the hotel, but from those scattered throughout the city. The five and ten cent store men were brisk buyers, giving every indication that their stocks are meagre. They sought to buy in large quantities, hoping in this manner to defeat the increased cost proposition, which, in a business where the retail sale price is fixed, is something to be considered these days.

\* \*

There is much complaint about the lack of cars. The delay in getting shipments through from points east of here to western destinations is becoming greater every day.

\* \*

A campaign has been started here against the "china and glass clubs." A police order has been issued requiring all captains to investigate the clubs in their districts and see that they cease business, or proceed against them by warrant. The newspapers have been urging the abolishment of the clubs for a long time, on the ground that they do not give value received, and also because they are a near-lottery, operating in defiance of the law. In Chicago there are hundreds of china and glass clubs, especially in the districts of the foreign-born, and if they are forced to suspend business it would seem that a large class of customers for china and glassware will be removed.

\* \*

E. H. Craig, of St. Paul, Minn., was especially active in getting around among the trade last week.

\* \*

Business men here are fighting the Kitchen income tax bill, which places a graduated tax of from half of one per cent on \$50,000 estates to a fifty per cent increase on estates of \$5,000,000. There is much resentment in business circles over the fact that all recent tax legislation seems directed at the manufacturers

rather than at the farmers, who are really profiting the most from the present conditions. Many telegrams and letters are being sent to Senators Sherman and Lewis, representing Illinois in the Senate, asking their help to defeat the bill.

\* \*

C. B. Ott, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., arrived here this week, and had hardly landed when he was taken down with a severe attack of grip, which has kept him confined to his hotel.

\* \*

M. A. Smith, of the McKee Glass Co., Jeannette, Pa., was a visitor here last week.

\* \*

Howard Fry, of the H. C. Fry Cut Glass Co., was recently in the city on business.

\* \*

David Saunders, who is now a representative for factory lines in the Consumers' Building, plans to move into the Heyworth Building upon the expiration of his present lease.

\* \*

The stupidity of a clerk in one of the State street department stores nearly caused a riot one day last week. An artistic, beautifully-carved and very expensive grade of floor lamps was by mistake marked along with some cheap stuff which was being closed out. The public saw the difference, if the clerk did not, and it was the unusual rush which attracted the attention of an assistant buyer and caused him to stop the unintended price-slaughter.

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## BUSINESS BRIEFS.

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Sanger Bros., Dallas, Tex., announce that they will begin soon the erection of a new store to cost \$150,000.

The Sam Weichselbaum department store at Dublin, Ga., was burned recently with a loss of \$75,000. Insurance \$60,000.

The Athens (Tex.) Pottery Co. has been incorporated with a capital stock of \$60,000. Incorporators: P. E. Miller, J. E. Miller and P. A. Habel.

The McCrory Five and Ten Cent Corporation has signed a forty-year lease, involving a total rental of more than \$500,000, for the properties at 105-11 East Ohio street, Northside, Pittsburgh.

Wm. G. Klein, who recently opened a housefurnishings, china and glassware establishment at White Plains, N. Y., after having sold out a similar business at Mt. Vernon to R. I. Capen, is desirous of having factories send catalogues, prices and other information pertaining to their wares.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

When the glass manufacturers try to make shipments of finished products they find themselves "up against it" for cars. Main lines

will not place a car on factory sidings unless a car is available from a road that touches the point of destination. Thus, if a Rock Island empty was on track here, and a shipment was for a point on the Burlington route, the shipper would have to wait until a Burlington car was available. The same rule is being followed on other roads. The Baltimore & Ohio and the Pennsylvania will not permit any of their cars to leave their divisions. A large shipment originating in this district for the Pacific Coast is held up because it has been impossible to secure a Western road empty. How long these conditions will continue the traffic managers and freight solicitors are unable to say.

American glassware is now going into Northern Mexico in rather liberal volume. Border dealers have been in the market of late making liberal contracts.

"Jack" French was here last week with the John Davison lines, being the first china salesman to open at the William Penn Hotel.

J. C. Olds, of Portland, Ore., spent a few days in this market late last week.

Orange and grapefruit roemers have been having a good movement with all factories making this specialty. The item is popular-priced, and the demand has been greater this season than ever.

The United States Glass Co. is showing a new cut glass water set assortment containing four different floral designs, three of each being packed in a barrel.

While lines of cheap table glassware are in demand, there are very few factories interested at this time in making such items. Higher-priced ware is the rule in almost every plant in this locality. Large premium buyers of glass have discarded, for the time being at

least, cheap lines of ware, and have substituted the better goods. The production of cheap table lines is said to be the smallest ever known.

Active work is progressing on the new Chamber of Commerce Building here, so it can be occupied April 1. One entire floor is to be occupied by the Macbeth-Evans Glass Co., which will remove from the Wabash Building.

Serious trouble is being encountered in getting shipments of glassware through to Canada. The railroads will take less than car lot shipments for Canadian points, but the car lot proposition is out of the question. The less-than-car-lot rate is much higher than the car-lot, and as a result the carriers are securing an increased revenue.

A decidedly active movement is reported in goblets and hotel tumblers. Orders for these two items are heavy, some factories being sold up on the lines for from six weeks to two months ahead.

Although spring is still a few weeks away, specialty manufacturers are receiving requests for illustrations and catalogues for summer park and carnival novelties. These buyers will be compelled to pay more for their merchandise this season, and it stands to reason that some of the former popular-priced lines of decorated glassware will not be carried by the carnival companies.

Buyers having been unable to secure enough earthenware individual butters, one factory here contemplates making the item in opal glass.

The use of "producer" gas is being considered by many glass men who have had to shut down in consequence of the failure of the natural article, and both oil and coal are under advisement, for the purpose. Unfortunately, however, producers are not all that could be desired. Some of those that have been tried have not given sufficient heat. The problem will have to be

solved before next winter if the manufacturers are to avoid the trouble they have had this season.

The Fostoria Glass Specialty Co., Niles, O., announces that the additional 18-pot furnace being put in will be ready for operation April 1. The number of employees will then be increased from 400 to 600.

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## IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

**I**N addition to those noted under the head of "Personal," the following buyers were reported this week:

Mrs K Gifford, t, Duffy-Powers Co, Rochester. 23 East 26th.  
 L J Reisman, g, Nathan, Dohrmann Co, San Francisco. Flanders.  
 L E Cohn, t, Bon Marche, Seattle. 230 Fifth ave.  
 Mr Lehue, hf, Powers Merc Co, Minneapolis. 18 West 35th.  
 G A Searle, c, and P J Reilly, t, Schuneman & Evans, St Paul. 200 Fifth ave.  
 A H Riker, hf, Wurzburg D G Co Grand Rapids. Union sq.  
 W D McCaghey, c, g, F P Thomas & Co, Quebec. Murray Hill.  
 Miss L Scherer, hf, McAlpin Co, Cincinnati. 23 East 26th.  
 C W Sprows, hf, John Shillito Co, Cincinnati. 432 Fourth ave.  
 J Kohnfelder, hf, t, c, Kaufmann & Baer Co, Pittsburgh. 404 Fourth ave.  
 J C Olds, hf, Olds, Wortman & Bros, Portland, Ore. 432 Fourth ave.  
 H Hollender, hf, J Samuels & Bros, Providence. 120 West 32d.  
 Miss E Ledger, hf, H S Barney Co, Schenectady. 404 Fourth ave.  
 H J Muldoon, hf, Golden Rule, St Paul. 1261 B'way.  
 T C Lorenzen and Miss S Leon, hf, c, t, Kaufman-Strauss Co, Louisville. 220 Fifth ave.  
 C E Meyers, c, Fries & Schuele Co, Cleveland. 404 Fourth ave.  
 P Flanagan, t, M O'Neil Co, Akron, O. 37 West 26th.  
 R M Dean, t, R H White Co, Boston. 470 Fourth ave.  
 R C Argers and Miss I J Mann, g, Marshall Field & Co, Chicago. 104 Worth.  
 H Greve, t, The Fair, Chicago. 225 Fourth ave.  
 Mr. Chaput, hf, c, J Levy Son Co, Dubuque. 1133 B'way.  
 A J Allgrin, hf, O T Johnson Co, Galesburg, Ill. 404 Fourth ave.  
 C Smith, hf, t, Brown, Thomson & Co, Hartford. 230 Fifth ave.  
 D Carter, t, L Brandeis & Sons, Omaha. 1261 B'way.  
 Mrs T Nugent and J W Horne, t, Kaufmann Dept Store, Pittsburgh. 1261 B'way.  
 R W Allardyce, and D J Owler, t, Callender, McAuslan & Troup Co, Providence. 230 Fifth ave.  
 W K Cotterell, hf, Whitner & Co, Reading, Pa. Imperial.  
 W P Briggs, t, Sibley, Lindsay & Curr Co, Rochester, N Y. 432 Fourth ave.

T J Martin, c, Seattle D G Co. 225 Fourth ave.  
 F L Sturtevant, hf, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.  
 W C Hoffman, hf, Schuneman & Evans, St Paul. 220 Fifth ave.  
 M Schwartz, and G A Searle, t, c, g, Golden Kule, St Paul. 1261 B'way.  
 M J Howell, t, A Herz, Inc, Terre Haute. 116 West 23d.  
 G Louis, c, Woodward & Lothrop, Washington. 334 Fourth ave.  
 H C Zollinger, hf, W R Zollinger Co, Canton, O. 404 Fourth ave.  
 A A Hall, c, g, Hutzler Bros Co, Baltimore. Breslin.  
 E Gonia, c, W O Hewett Co, Rockland, Me. 404 Fourth ave.  
 C F Yeager, t, C H Yeager Co, Akron, O. Imperial.  
 W B Montgomery, c, g, Lynchburg (Va.) Crockery Co. Cumberland.  
 H J Loveman, t, Loveman, Berger & Teitelbaum, Nashville. 1150 B'way.  
 C Meyer, hf, Lewis & Neblett Co. Breslin.  
 H Meyer, c, g, Lake Charles, La.  
 C B Nash, c, g, Marshall Field & Co, Chicago. 104 Worth.  
 J Bason, c, g, Wise, Smith & Co, Hartford. 315 Fifth ave.  
 A A Sprague, t, Howland D G Co, Bridgeport. 404 Fourth ave.  
 E M Stevens, hf, Stevens Jobbing Co, Elizabeth City, N C. Grand.  
 D D MacGregor, c, Lynchburg (Va.) Crockery Co. Cumberland.  
 N M McColgan, hf, J L Chalifaux Co, Lowell. 1239 B'way.  
 R H Block, hf, Clarke-Eddy Co, Portland, Me. Hermitage.  
 F J Knadler, nf, Root D G Co, Terre Haute. 23 East 26th.  
 C J Staerker, t, The Higbee Co, Cleveland. 230 Fifth ave.  
 E T Naftel, t, Naftel D G Co, Montgomery, Ala. Continental.  
 Miss Hall, c, g, Mandel Bros, Chicago. 13 East 22d.

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## ANOTHER STAR IN THE FLAG?

**I**F a resolution offered in the Charlestown, W. Va., Legislature by Delegate Harry Weiss prevails, another State will be added to the Union. His resolution purposes to authorize the creation of the new State from the counties of Ohio, Hancock, Brooke and Marshall, based on the desire of residents of those counties to form a separate sovereign State, and that in consideration of being permitted so to do they would agree to assume the burden of the Virginia debt award of some \$12,000,000 and liquidate it.

The resolution provides for the holding of a special election on the first Tuesday in July, 1917, in the four counties. It requires a three-fifths vote of the people for the resolution to carry.

Should the formation of the new State be success-



ful it will have active pottery and glass interests. In Hancock County are located the Laughlin China Co., E. M. Knowles China Co., Taylor-Smith & Taylor Pottery Co., the Clay Casting Co. and the Cumberland Glass Co. Brooke County contains the large plants of the Eagle Glass and Manufacturing Co., while Ohio County has many glass factories and one pottery. In Marshall County are located the Fostoria interests and many extensive enamel ware plants.

Should this new State be formed, it will be the smallest in the Union.

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#### OPENING OF LYONS FAIR POSTPONED.

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A CABLE from Consul John E. Jones, Lyons, France, states that the opening of the Lyons Fair has been postponed to March 18, and requests more catalogues from American business houses.

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#### OBITUARY.

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PAUL KOPP, president and general manager of the Lafayette Glass Co., Clarksburg, W. Va., died Feb. 15 at his home, of pneumonia, aged thirty-four. He was a native of France, and came here from that country when sixteen years old and took a job as blower at the plant of which he was the head at the time of his death.

After complaining of a severe headache, August Stern, forty-five years old, last Friday entered a private office of the Federal Miniature Lamp Co. at 6 East Thirty-ninth street, where he was employed as a salesman. A few minutes later the office force were startled by two shots. When the employees entered the office they found Stern lying on the floor with a revolver beside him. He was taken to New York Hospital, where he died. Only that morning Stern had been congratulated by the firm for completing a successful road trip.

The death of Mrs. Augusta Dixon, at her home in Pittsburgh, Pa., on February 16 marked the passing of one of the best known members of a pioneer Pittsburgh family. In 1857 the late James B. Lyon, of the O'Hara Glass Co., needing skilled workmen for his plant, induced a number of the employees of the New England Works at Cambridge, Mass., to go to Pittsburgh. Among them were William S. Dixon, Col. Daniel Ashworth and Daniel Ripley. Col. Ashworth is the only surviving member of the party. Mrs. Dixon, widow of William S., was a sister of Thomas and Ira Coffin, who established a glass pot manufacturing plant in Pittsburgh in 1860, with which Mr. Dixon and his sons, William R. and H. L., became identified in 1880 upon the death of Thomas Coffin. In those days Mr. Dixon

was the recognized authority on glass furnace construction and glass pot manufacture, and from him his sons, William R., of the old Dixon-Woods Co.; H. L., of the H. L. Dixon Co.; Walter D., of the Woods-Lloyd Co.; and Frank S., of the American Bottle Co., acquired their expert knowledge of the furnace and clay business. William R. Dixon died in 1893 while a member of the original Dixon-Woods Co., and William S. Dixon died in July of the same year. The death of the mother of these well-known glass men of the earlier period will recall to many of the older glass manufacturers the struggles and hardships of that formative time. Four sons survive—H. L., W. D., F. S., and C. E. Dixon.

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#### THE BORGFELDT LUNCHEON.

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AS we go to press a large contingent of buyers are enjoying the hospitality of Geo. Borgfeldt & Co., who are giving their annual luncheon at the Waldorf-Astoria. This celebration of Washington's Birthday has occurred for many years, and is always a big event.

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#### THE WELL-ROUNDED LIFE.

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THERE is only one best conduct of life for you, says "Collier's Weekly," and that is—the one that is best for you. Those who wander aimlessly in quest of the single right formula for existence grope in a maze through which they must thread their way endlessly in search of the centre which does not exist.

There is no one recipe which will serve for mankind. Each must learn, not his neighbor's, but his own best way of living. To one it may be the routine task, the daily round, to curb the wandering will and bring content. To another it may be the fortitude to escape the sheltering care of habit or the lassitude of sloth. To one it should be the abandonment of philosophy or introspection to rub elbows with his fellow men; to another the willingness to let the soul awaken and breathe amid the sky-rimmed prairie and under the deathless stars. To one, hearthstone and slippers; to another, the seven seas, the aurora borealis and the Southern Cross. To one, society; to another, solitude. To one, the quiet which stills the passions; to another, the eternal restlessness which brings achievement. The best rounded life contains something of each and all.

There are but two attitudes to avoid: the level line of least resistance, and the rigidity of self-distrust which denies every impulse simply because it is impulse. Somewhere between the two lies your course.

Many are the thickets to be hewed down, many the crags to be scaled. But beyond stands the Inn in the Clearing, where faithful travelers may find the refreshment, the rest, and the kindly words of welcome which form the goal and reward of life well lived.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 22, 1917

IT is very pleasant to record the fact that so many visitors to New York this year are accompanied by their wives. It takes away a little of the grind of business to have the ladies along, and their presence in the salesrooms has a distinctly brightening influence.

### AS TO PRICES.

"HAVE prices reached the maximum?" is repeatedly asked; and no one can answer. One thing is quite certain: prices are not going any lower for a long time to come. The law of supply and demand assures that.

There is a tremendous demand for all raw materials and labor. The scarcity of the latter naturally lessens the production of the former, and high wages for what labor is available increase the costs. The demand for the manufactured article is greater than the supply, with the result of a big shortage, which enables the manufacturer or importer to get his price.

The shortage of imported china and earthenware since August, 1914, is almost \$15,000,000 at foreign prices; or, with the duties and costs of importation added, \$30,000,000. The shortage in glassware of the kind represented by this paper is about \$5,000,000 foreign value, or \$10,000,000 with the various customs charges and duties. The home production has not increased very much, if at all, owing to the difficulties noted hitherto in our columns. There is little expecta-

tion that the supply from Europe will be increased for a long time. Rather, it will be less.

With such conditions there does not seem to be any sign of reduction in price. As to advances, it may be said that some prices are now as high as the consumer will pay.

### PERSONAL.

AMONG the buyers arriving in New York during the past week were T. C. Lorenzen and Miss Sara Leon, of the Kaufman-Straus Co., Louisville, Ky., who expect to be busily engaged making purchases for their department for the next week or ten days. Mr. Lorenzen has an efficient assistant in Miss Leon, whose capability impresses all who meet her. Despite an impression that might be gained to the contrary, through an interview that appeared in a trade paper on a previous trip to New York, as the result of the highly-colored imagination of an over-zealous reporter working overtime, Miss Leon is decidedly averse to publicity, and never authorizes interviews with anybody. She is stopping at the Martinique, while Mr. Lorenzen is at the Woodstock.

L. J. Dooley, buyer for the Cowell & Hubbard Co., Cleveland, arrived in New York on Monday, accompanied by Mrs. Dooley, and registered at the Claridge. He says that last year was the biggest in the history of the house, and this year starts out better than last.

E. W. Merrill, of the New England Furniture and Carpet Co., Minneapolis, Minn., is making his annual buying trip to New York.

J. L. Bradshaw, of Stratford, Can., who has been in the market for several days, plans to go to Europe the end of this week. He has crossed two or three times since the war broke out, and has no fear but that he will make this trip safely.

Louis Cruveilhier, with L. Bernardaud & Co., who went to France to fight, has been granted twenty-one days' leave of absence. He will come to New York, and is expected here early in March.

Clarence Lauer, secretary and treasurer of the Sterling Glass Co., Cincinnati, left on Saturday after spending several days in New York primarily for the purpose of consulting with the concern's representatives here, the Horace C. Gray Co.

Homer J. Taylor, president of the Knowles, Taylor & Knowles Co., and his wife were in New York last



week on pleasure bent. Mr. Taylor has been working hard, and deserves a few days' rest.



Hy Meyer, of Lake Charles, La., accompanied by his brother, F. Meyer, of Beeville, Tex., are in town this week making purchases for their stores in the above places.



After leaving Gimbel Bros. on Saturday, Robert H. Yarwood, who last week resigned his position there as buyer of housefurnishings, will devote his time to completing arrangements for returning to the selling game as manufacturers' agent. His plans are not as yet sufficiently developed to make any definite announcement as to the lines he will carry.



Joseph Moore, buyer for the Denver Dry Goods Co., arrived in town this week to place orders.



John Hawthorn, buyer for Wanamaker's, who has been in Europe for three months looking through the foreign china and glassware markets, is a passenger on the Philadelphia, which sailed from Liverpool on the 10th. She passed safely through the danger zone, and is due in port to-day (Thursday).



L. D. Merrick, of Kitchener (formerly Berlin), Can., was here placing orders this week.



Harry Hyman, buyer and junior member of the firm known as the China Palace Co., El Paso, Tex., is at the Elks Club. They are jobbers and also have two retail stores. Mr. Hyman is here to buy china, glass, toys and housefurnishing goods.



J. F. Gable, who buys for Donaldson Bros., Minneapolis, remains in town for another week. He says his concern is continually adding new lines until now it has eleven departments. Starting originally as crockery jobbers, they first added bicycles, and so on. Their latest idea is dry goods. Mr. Gable is at the Longacre.



W. A. B. Dalzell, president of the Fostoria Glass Co., with his wife, were in New York for a few days last week.



George Hooley, buyer for Hager & Bro., Lancaster, Pa., made brief calls at some of the local salesrooms last Friday as he passed through New York en route to Troy, where he was going to visit his mother, who is seriously ill.



It is reported that T. I. Flynn, formerly housefurnishings buyer for Gimbel Bros., who left to go with

Kaufman's, Pittsburgh, will return to his old position, taking the place of Robt. H. Yarwood. The firm refuses to either confirm or deny the report.



Reuben Haley, head of the designing department of the United States Glass Co., was a visitor at the New York office the latter part of last week to confer with Ed. Craig, local manager.



Frank Merry, of the Indiana Glass Co., Dunkirk, Ind., left for home on Sunday after spending the latter part of the week here in conference with the Horace C. Gray Co., the concern's local agents.



Geo. H. Bowman, head of the Geo. H. Bowman Co., Cleveland, arrived in town last Thursday.



Geo. A. Stuart, of the Mitchell, Woodbury Co., Boston, has been elected general manager of the concern by the stockholders. Mr. Stuart has been assistant treasurer of the corporation.



Joseph F. Schmidt, who is here buying for the Broadway Department Store, Los Angeles, has a department for decorating china and also a lamp shade department. To supply workers he has a school of instruction, with twenty-five students in the china and twenty-nine in the shade departments.



J. Bason, who is looking over the market this week for Wise, Smith & Co., Hartford, Conn., is the youngest buyer in the trade. He went with the firm when he was twelve years old, and began buying at seventeen. He is only twenty-two now.



After four months of illness, most of the time suffering excruciatingly, Alfred B. Evans came back to his duties with Meakin & Ridgway on Monday. While on a trip last October a carbuncle developed on his neck, the pain of which was so severe that when he reached Detroit he had to give up business and come home, and from that time until Christmas was in the hospital. At one time for forty-eight hours it was thought he could not recover. He is looking all right now, and is quite fit, but the memory of those four months is ineradicable.



Chas. Streiff, of Guerin & Co., has just returned from an extended trip through the South, during which he found business conditions more than satisfactory.



A. A. Bean has again connected with the Mitchell, Woodbury Co. and will travel from Omaha to the Pacific coast. He leaves New York on Saturday for Bos-

ton to prepare his samples, and about the first of the month will start for the far West. Mr. Bean is thus returning to his old love, for he was with them four or five years ago, having had charge of their store here in New York.



Miss Hodgins, of Hodgins & Co., Buffalo, who has been in New York buying, expects to leave Friday. She has a very pretty store in Buffalo, and caters to the very best trade in that city.

A GRACEFUL TRIBUTE.

LAST week a life-size painting of the late Emil L. Strobel was presented to the Strobel & Wilken Co. by its employees. It is a remarkable likeness, painted by Wm. Starkweather, and has been placed at the foot of the main stairway. The committee of employees appointed to collect funds and select an artist consisted of E. C. Miller, E. H. Kruse, E. F. Schwarz, H. K. Vierlinger and Harry Le Bois. They are to be congratulated on securing such a fine picture, and the officers fully appreciate the kind thought which prompted the gift.

AT THE IMPERIAL.

BUSINESS among the exhibitors at the Hotel Imperial, this city, has been so good that the displays will be continued all of this week and many of them till March 1.

The Edwin M. Knowles China Co. are making a particularly interesting exhibit of dinnerware, with their new "Mayflower" in a choice variety of patterns as a prominent feature of the display. This shape has caught the fancy of every buyer who has seen it, and is going big. There are many other beautiful designs to be seen on the "Cumberland," "Westover," "Colfax," "Mt. Vernon," and other shapes that have proven their popularity. The line is on view in room 323, in charge of J. W. Mackey.

In room 255 C. H. Postley holds forth with the Anco Silver Co.'s line of sterling silver and silver-plated specialties—cocktails, brandies and cordials, candlesticks, pearl-handled novelties, carving knives and forks, etc.

E. P. Chapman has an excellent showing of popular-priced cut glass bowls and vases from Emil F. Kupfer in room 237.

In room 373 is the line of hand-wrought metal specialties in silver, brass, copper, etc., made by the Turchin Co., of this city, in charge of M. V. Turchin.

The hand-hammered line of Sheffield silver for table service should be seen by every live buyer. Smokers' articles, desk sets, book ends, lamps, etc., combine to make a very attractive display.

H. T. Roseen and F. B. Tinker hold forth in room 237 with the Central Cut Glass Co.'s line, which introduces two very popular new patterns known as the "Imperial" and the "Kenwood."

M. S. Benford has coined the word "Wazes"—the Orchard street way of pronouncing "vases"—as the trademark for his comprehensive assortment of specials in this item made by the Penn Cut Glass Co., which he is showing in room 287. He is featuring a long list of big values in 16-inch sizes.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending February 20, 1917.

BORDEAUX		
2 packages earthenware.....	Grey & Grey	
1 " " .....	Bane, Hill & Ward	
7 " " .....	Bloomington Bros	
60 " chinaware.....	Theo Haviland & Co	
8 " " .....	Burley & Tyrrell Co	
61 " " .....	Haviland & Co	
61 " " .....	Haviland & Abbot Co	

CIENFUEGOS		
1 package earthenware.....	N Y and Cuba Mail S S Co	

HAVRE		
4 packages glassware.....	Seare, Rocbuck & Co	
31 " toys.....	Geo Borgfeldt & Co	

NAPLES		
7 packages glassware.....	Koscherak Bros	
18 " " .....	M Field & Co	
10 " " .....	Rich & Fishsr	

AVONMOUTH		
768 packages china clay.....	Hammill & Gillespie	

LIVERPOOL		
11 packages earthenware.....	Meakin & Ridgway	
11 " " .....	Maddock & Miller	
1 " " .....	Fondeville & Van Iderstine	
5 " " .....	L A Consmitter	
3 " glassware.....	Davis Collamore & Co	
4 " chinaware.. ..	H C Edmiston	
58 " " .....	W S Pitcairn	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
20 packages earthenware .....	Jones, McDuffee & Stratton Co	
142 " " .....	Mitchell, Woodbury Co	
6 " " .....	Maddock & Miller	
8 " " .....	American Express Co	
1 " " .....	Charles R Lynde	

GENOA		
64 packages earthenware.....	R F Downing & Co	
46 " " .....	M L Carbone	





## Pointers for Buyers.



Where Live Merchandise May Be Obtained.  
 Tips to Dealers Looking for Ready  
 Sellers.

### WHITE CHINA FOR DECORATORS.

The announcement by Haviland & Abbot Co. that they have on hand and ready for immediate shipment a stock of white china for decorators ought to bring a quick response. The list includes an assortment of articles especially adapted for amateurs and includes chop dishes, celery trays, compotiers, bouillons, sugars and creams, plates, and many other items. These are from the factory of Porcelaines, G. D. A —which means that nothing further need be said. Its wares are always good.

### A RAPID SELLER.

The new and beautiful "Old Rose" Awaji ware is adding new laurels to the Tajimi Co.'s reputation as the house of novelties. It has a richness and depth of coloring that instantly attract the eye of the consumer—the result being that dealers buy and come back for more. The color is not by any means the ware's sole source of attraction. It has been produced in an array of articles for utilitarian purposes in shapes that are as distinctive as the color itself, and which contribute materially to the line's success. A few of the items are illustrated in the firm's advertisement on another page. A lemonade set with a handled wicker tray is one of the features of the assortment. Then there are tea sets, jardinières, bowls in various styles, baskets, jugs, tumblers, vases, candlesticks, mayonnaise sets, bedroom sets, after-dinner coffee sets, sugars and creams, etc.

### TWO BEAUTIFUL CUTTINGS.

Buyers in the market for cut glass cannot help finding special interest in the large and unusually attractive display made by the Laurel Cut Glass Co. at the showroom of the Chas. P. Schuiler Cut Glass and Lamp Co., New York representatives for the factory, where a handsomely fitted up apartment has been provided for the exclusive showing of the line. Massive mahogany mirror-backed fixtures line the walls, while a long mirror-topped table is in the center of the floor. Old rose portieres with a rug in a deeper tone of the same shade complete a most satisfactory setting for the beautiful wares. Two new patterns are attracting particular attention. One, known as "Winola," has an

inch-and-a-half mitre band forming an oval panel in which is placed a floral cluster of dull-finished flowers and bright leaves. The other is the "Omar," a very clever conception in a floral and mitre cutting quite as foreign to the usual designs seen in cut glass as its name. An array of good items is shown in both.

### A DECIDED NOVELTY.

Paul Straub & Co. are showing a mahogany fruit bowl, very prettily turned and finished, in some cases having a glass lining and a device by which the fruit knives are inserted in apertures in the bowl, making them convenient of access and forming part of its decorative feature. In one these apertures are in the rim; in others they are in a standard set in the center of the bowl. They are also displaying a long line of smokers' sets, trays, etc., and quite an elaborate line of wooden floor lamps with silk shades. All the designs and patterns are exclusive, many of them having been originated on the premises.

### A BEAUTIFUL ILLUMINANT.

One of the daintiest things in illuminating glassware seen in a long time has just been placed on view at the showroom of the Pittsburgh Lamp, Brass and Glass Co. An "Adam" style design with which some commendable liberties have been taken is shown on a semi-indirect bowl with shower shades to match. The striking part of the decoration consists of handpainted marine views and landscapes in medallions encircling the bowl at intervals. These are outlined with bands of ivory, producing a wonderfully artistic effect against the white background.

### TRANSLUCENT CLOISONNE.

There is a plentiful supply of "those very different things" from Japan, usually so difficult to find, now on view at the showroom of Mogi, Memonoi & Co. Included in the list is a translucent cloisonne ware, the beauty of which baffles description. It is made, as customary, in rich enamels on a copper body, the latter being melted out when the article is completed, leaving simply a silver base and rim, and rendering the enamel translucent. The originators were not content with this unique feature, but have introduced some exclusive de-

signs and colorings that are bound to make the buyer sit up and take notice. Another distinctive novelty in this species of ware is that the designs are raised, standing out in bold relief from the body. Floral patterns in this style are very beautiful. Still another line that should be seen by every buyer looking for a live, money-making proposition is the immense and varied showing of incense burners in bronze, pottery, etc., which includes some of the best designs ever shown in this popular item.

BETTER THAN EVER.

James J. Temple, New York representative of L. Bernardaud & Co., is showing the best and largest line of dinner ware he has had for years. There are many new treatments and pretty combinations of new shades, and the workmanship and finish are better than usual—which is saying a great deal. The colorings this year are a little stronger than last season, but they are not too strong. When one thinks of the difficulties under which the factory is working, it is wonderful what fine results it has achieved.

VENETIAN GLASS.

Occupying a prominent place among the interesting lines shown by Koscherak Bros. is a well-chosen display of Venetian glassware for import. The assortment is replete with quaint shapes and those wonderful colors that gave the old Venetians their never-dying reputation. Aside from this are other attractive import lines and a comprehensive exhibit of domestic goods which includes many new ideas. A new all floral pattern in cut glass known as the "De Lyte" is delighting many buyers who have stocked it.

ORIENTAL GOODS.

Rowland & Marsellus have their samples of Oriental goods now in full display. The line is unusual in every respect, and contains things that have never been seen in New York before. Seekers for novelties will do well to give them a call.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g Jan. 30, '17	Correspond- ing period 1916	Exports Jan. 1st to Jan. 30, '17	Correspond- ing period 1916
Boston . . .	173	231	....	....
New York . .	1249	728	....	....
Baltimore . . .	160	362	....	....
Philadelphia . .	51	19	....	....
New Orleans . .	....	14	....	....
Newport News .	....	....	....	....
San Francisco .	1	134	....	....
Portland, Me. .	156	42	....	....
Galveston . . .	....	....	....	....
Portland, Ore. .	....	16	....	....
Inland Points .	....	74	....	....
Total . .	1790	1620	....	....



MEN WHO ARE MAKING AMERICA.\*

THE selling of a few watches by mail by a hard-working boy station agent in Minnesota was the birth of the greatest mercantile wonder of the world, writes B. C. Forbes in "Leslie's." Sixty-five railroad cars are now needed daily to haul away the merchandise the organization sells.

Its sales for last year exceeded \$135,000,000, or almost half-a-million dollars every business day, all at retail—one pair of shoes, one suit of clothes, one dress, one sewing machine, one watch, one pound of tea, one piano, etc. The postman brings it in 70,000 to 140,000 orders every time the sun rises.

It employs directly, at headquarters and in its factories, between 30,000 and 40,000 people, and indirectly even a larger number.

A half interest in the enterprise was bought 21 years ago for \$70,000, and although not another dollar of capital has since been invested in it the market value of its stock to-day is upwards of \$140,000,000 after having paid in dividends many millions of dollars.

Not a dollar's worth of goods is sold over the counter; every order, without exception, is sent to it by mail accompanied by check or post-office order in payment.

This company's publications have a circulation through the United States far transcending those sent out by any other concern, not excluding the annual sales of the Bible publishing houses—the figure this year exceeds 40,000,000 copies.

Speaking of the Bible, I heard a story in Chicago the other day that the teacher of a Sunday School in Minnesota asked her class: "Where did we get the Ten Commandments?" Whereupon a little Swedish girl answered with great assurance:

"From Sears & Roebuck!"

There! That lets the cat out of the bag. This modern mercantile wonder is Sears, Roebuck & Co., of Chicago.

And the miracle-worker behind it is Julius Rosenwald, its president.

Mr. Rosenwald would resent being called a miracle-worker. He does not feel that he has done anything remarkable. He disclaims—sincerely—any great share of credit for what has been accomplished.

"What one man can do to execute his ideas, or the ideas of others, is very little," Mr. Rosenwald rebuked me when I suggested he had achieved something extraordinary. "The fellow at the top usually gets too much credit—often he gets credit for ideas that come from the brains of his fellow workers. What could any

\* Copyright, 1916, by B. C. Forbes.



one man do if there were not other men to carry out his and their own ideas? It is the able, willing fellows around a man at the top who really do things. I have played only a very small part in the building up of Sears, Roebuck & Co."

The founder of this business, Mr. R. W. Sears, continued in the business until 1908, when he retired. He died a few years later.

A friend was riding home with Mr. Rosenwald one day as the more than 13,000 Chicago employees were pouring out of the principal establishment.

"How does it feel, Mr. Rosenwald, to have so many people working for you?" the friend asked.

"Why, I never think of it in that way," he replied; "I always think of them as just working with me."

When the company entered into its present palatial

business, but himself; not what he has, but what he is—his character, his personality, his sincerity, his honesty, his democracy, his thoughtfulness, his charity of heart, his catholicity of sympathy, his consuming desire to help the less fortunate of his fellow creatures, be they black or white, Jews or Gentiles, young or old.

In his business Mr. Rosenwald takes great care and pride in advocating correct merchandising principles. Every illustration and every description in the Sears-Roebuck catalogue is compared minutely with the actual goods by experts employed for that special purpose. Extensive and expensive laboratories are maintained to analyze scientifically and chemically every consignment of merchandise received, and if the slightest defect in materials is detected the goods are immediately rejected and returned—a rule that has taught manufacturers to think twice before trying to make deliveries unfit to pass the severest inspection. Any customer not satisfied with a purchase can return the goods, and have his money refunded, including transportation charges both ways. The seller, you see, must therefore beware. He, not the buyer, takes the risk.

Every conceivable kind of merchandise is handled by Sears, Roebuck & Co., from a button to a bungalow—yes, bungalows are sold by mail.

How has it been done? What is the history of this remarkable institution?

Thirty-five years ago, in Minnesota, R. W. Sears, the boy station agent, conceived the idea of selling watches by mail. He had acumen enough to advertise intelligently. So his business boomed. He promised himself that when he had accumulated \$100,000 he would retire. He did. But six months of idleness cured him; the ideal life, he discovered, consisted of doing things, not of doing nothing. He had agreed, however, not to connect his name with any mail-order business for three years. He got over this difficulty by entering into an agreement with a watchmaker friend name Roebuck, and the name A. C. Roebuck & Co. was given the new venture. At the expiration of the three years the name "Roebuck," having been extensively advertised, was not dropped, a change being made to Sears, Roebuck & Co., although Mr. Roebuck was not a partner. Mr. Sears was a keen, progressive business man, and in time moved to Chicago, where he added various new lines, including clothing. All sales continued to be made by mail, however.

Julius Rosenwald, then in the clothing business in Chicago, sold Mr. Sears large quantities of clothing. The mail-order demand for it expanded rapidly, and it was not long before Sears, Roebuck & Co.—then consisting of Mr. Sears—had far more business than the capital could swing. He asked Mr. Rosenwald to become financially interested.

Mr. Rosenwald had learned to spot opportunities and to grasp them. From boyhood up he had displayed unusual initiative, enterprise and industry. Before he



**JULIUS ROSENWALD**

The man most largely responsible for the development of a One Hundred and Thirty-five Million Dollar retail business.

buildings several of the executives felt it was not fitting that their president should have no rug or carpet on his floor. So they clubbed together, bought a magnificent Oriental rug, invaded his office, made a little speech and presented him with their handsome gift. Greatly confused, he tried to thank them and to appear pleased at their thoughtfulness.

The rug, tightly rolled, stood in a corner week after week and then disappeared! If linoleum-covered floors were good enough for his co-workers they were good enough for him!

"The finest type of citizen in Chicago," is how one of the most eminent men in the city described Mr. Rosenwald to me.

The most notable thing about Julius Rosenwald is not any superhuman business ability, not any phenomenal smartness in seeing and seizing mercantile opportunities, not any transcendent qualities as a merchant. The greatest thing about Julius Rosenwald is not in his

was eleven he had taken little excursions on the sea of business. He used to peddle various odds and ends from door to door in his native town, Springfield, Ill., where his father was in the clothing business. He did best with a new species of pictures, chromos, which then sprang into popularity. He turned his hand, however, to other things to earn an honest dime. For example, he used to pump a church organ for a woman organist who wanted to practice.

"I remember as if it were yesterday," said Mr. Rosenwald, in discussing those boyhood days, "how I made \$2.25 selling a pamphlet programme the day President Lincoln's monument was dedicated in Springfield by President Grant. He was the first President I ever saw—and the first man wearing kid gloves."

Julius evidently was even then not too young to take notice of matters pertaining to clothes. His first real employment was in a fancy goods store during a summer vacation when he was 15.

"What did you do with your money?" I queried.

"I saved it," he replied—hesitatingly, I noted.

"And then what did you do with it?" I persisted.

"I took it all, nearly \$25, and bought a tea set for my mother's twentieth anniversary of her wedding."

At 16 he left school and went to New York to enter the wholesale clothing house of Hammerslough Bros., his uncles. He lived economically, and by the time he was 21 he had saved enough to acquire, with a little financial assistance from his father, a going retail clothing store on Fourth avenue, a few doors from Brokaw Bros. It did not prove a gold mine, but through incessant energy it was made to pay fairly well.

One day Mr. Rosenwald was talking with one of the owners of a business which made a specialty of summer clothing for men. "We have at least 60 telegrams for goods and we cannot begin to fill the orders," remarked this manufacturer.

"This statement made an impression upon me," Mr. Rosenwald relates. "Here was a man getting more orders than he could supply. In the middle of the night I woke up and there and then resolved that that was a business worth getting into. I decided to sell the retail store and take up the manufacture of summer clothing."

He formed a partnership with Julius E. Weil, another Illinoisan, and figured out that, as there was no concern in Chicago in this line of business, that would be the best field. Rosenwald & Weil, manufacturers and wholesalers of summer clothing, had to overcome the usual obstacles encountered by beginners, but in a year or two they were doing a large and profitable business. From 1885 to 1895 Mr. Rosenwald devoted himself exclusively to the growing activities of Rosenwald & Weil, but then withdrew and branched out as a manufacturer of regular clothing under the name of "Rosenwald & Co." By this time Mr. Sears had become his most important customer.

In 1895 Mr. Rosenwald and another man agreed

to take a half interest in Sears, Roebuck & Co. for \$70,000. At first he did not become an active partner, but continued to look after his own affairs. The new capital enabled the mail-order enterprise to expand to about \$500,000 turnover within a year. Mr. Sears could not possibly look after everything, so in 1896 Mr. Rosenwald took up duty with Sears, Roebuck & Co. as vice-president and treasurer, and upon Mr. Sears's retirement he became the president.

The rejuvenated Sears-Roebuck introduced other improved methods of doing business. It rapidly extended its list of goods. It began to open factories of its own—it now has 20,000 employees in them. It engaged the best buyers and gave them almost limitless scope. It lengthened its mailing list, greatly enlarged its annual catalogue and introduced special and other seasonal catalogues—and all the time kept raising and raising the quality of the merchandise sold. Also, it inaugurated the revolutionary policy "money-back-if-not-satisfied." This courageous step sent sales up with a bound—they went from \$11,000,000 in 1900 to over \$50,000,000 in 1906, jumped to \$100,000,000 in 1914 and have gained about 35 per cent in the last two years.

You will recall how Sears-Roebuck took hold of the Encyclopaedia Britannica and instituted a selling campaign on a scale the book world had never before known. This item added over \$5,000,000 to the 1916 turnover. This was less the idea of Mr. Rosenwald, I should add, than of Albert H. Loeb, vice-president, another man of extraordinary ability.

The labor-saving devices, the system, the mechanism, throughout Sears-Roebuck's eclipse anything I have ever seen, even those of up-to date automobile plants.

"We give opportunity to others to do things," said Mr. Rosenwald. "We place confidence in them, give them plenty of rope to work out their own ideas, even if they do make mistakes occasionally. The results are better than if we were to dominate them with one person's ideas all the time."

Mr. Rosenwald has very strict ideas about the deportment of employees. He takes a fatherly interest in the thousands of girls in the place, and rigidly enforces a cast-iron rule that any man, no matter how important, who attempts to abuse his position dismisses himself; from this rule there is no appeal. Picnics or other social functions which would encourage familiarity between men and women workers are forbidden, although no concern does more in supplying facilities for wholesome amusement and recreation to its force. Indeed, the first things you see when you approach the Sears-Roebuck property are athletic fields for baseball, tennis courts galore, recreation grounds and beautiful gardens directly in front of the works. Elaborate facilities are provided for the feeding of thousands of employees at low prices. The women and men have separate tables, but in the same room.

*To be continued.*



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

From present indications the troubles of the manufacturers will not be over for some weeks to come. The pottery industry is one in which one

department depends upon the other. When kilns can not be drawn in order the organization of the entire plant is thrown out of gear. Although a few kilns were lighted last week, no definite forecast of the future can be made. The manufacturers are anxious to work full time, but with no gas, a shortage of coal, and inability to secure raw materials, buyers can only hope that orders may be put through as soon as possible.

\* \*

The gas situation is such that not a few manufacturers hereabouts contemplate changing their kilns so that coal can be used. Much expense will result in changing the kilns, but it is believed that an arrangement can be made whereby delivery of coal would be assured. The proposition is being debated within the trade, and something definite may be worked out within a few weeks.

\* \*

A new clay mining company is about to be formed here to distribute ball and sagger clay. Mines are located in the South. The organization of the new concern is expected to be completed within a fortnight.

\* \*

Fred Kline has left for Southern territory with the lines of the Knowles, Taylor & Knowles Co.

\* \*

One of the most interesting trade deals for some time is the sale of the interest in the Colonial Pottery Co. held by George W. Meredith, of Pittsburgh, to Thomas Robinson, another stockholder in the company, and who has been general manager of the plant for many years. Mr. Meredith was president of the concern. There will be no other changes in the organization.

\* \*

When the Utilities Committee of the Ohio Senate resumed its hearings on the Thomas anti-trading stamp bill, opposition to the measure developed from the pottery manufacturers of the State. It was pointed out to

the committee that close to twenty-five per cent of the pottery made in Ohio was used for premium purposes. The Thomas bill would prohibit the giving of coupons or trading stamps redeemable in merchandise.

\* \*

Pottery manufacturers using Southern clays report that while Southern railroads are promptly delivering clay to the Pennsylvania Railroad Co., the latter refuses to accept the cars from connecting lines.

\* \*

Another kiln is to be built immediately at the plant of the Roodhouse (Ill.) Pottery Co.

\* \*

Hundreds of letters are being received by sales managers from buyers asking the time-worn question, "When may we expect shipment of our order?" While some of them are amusing, others are really pathetic. The sales managers dictate the same old form of letter, stating that "We're doing the best we can," following with the story of shortages of gas, coal, etc.—all of which is gospel truth.

\* \*

Among buyers in the district of late were Mr. Moore, with the Denver Dry Goods Co.; F. H. W. Krenning, St. Louis; two representatives of H. C. Prange Co., Sheboygan, Wis.

\* \*

W. E. Wells, of the Homer Laughlin China Co., has left for Pinehurst, N. C., where he will spend several weeks. He expects to take part in several golf tournaments to be held there.

\* \*

Insurance adjusters have been here fixing the losses sustained by the Potters' Mining and Milling Co. in the recent fire at that plant, and the company will rebuild as soon as possible.

✂

Construction has been started here on Le Roy, N. Y. a new plant by the Lapp Porcelain Co. This will be a four-kiln pottery,

with plans allowing for additional capacity when necessary. The plant is expected to be ready for operation by May 1.

BORAX PRODUCTION.

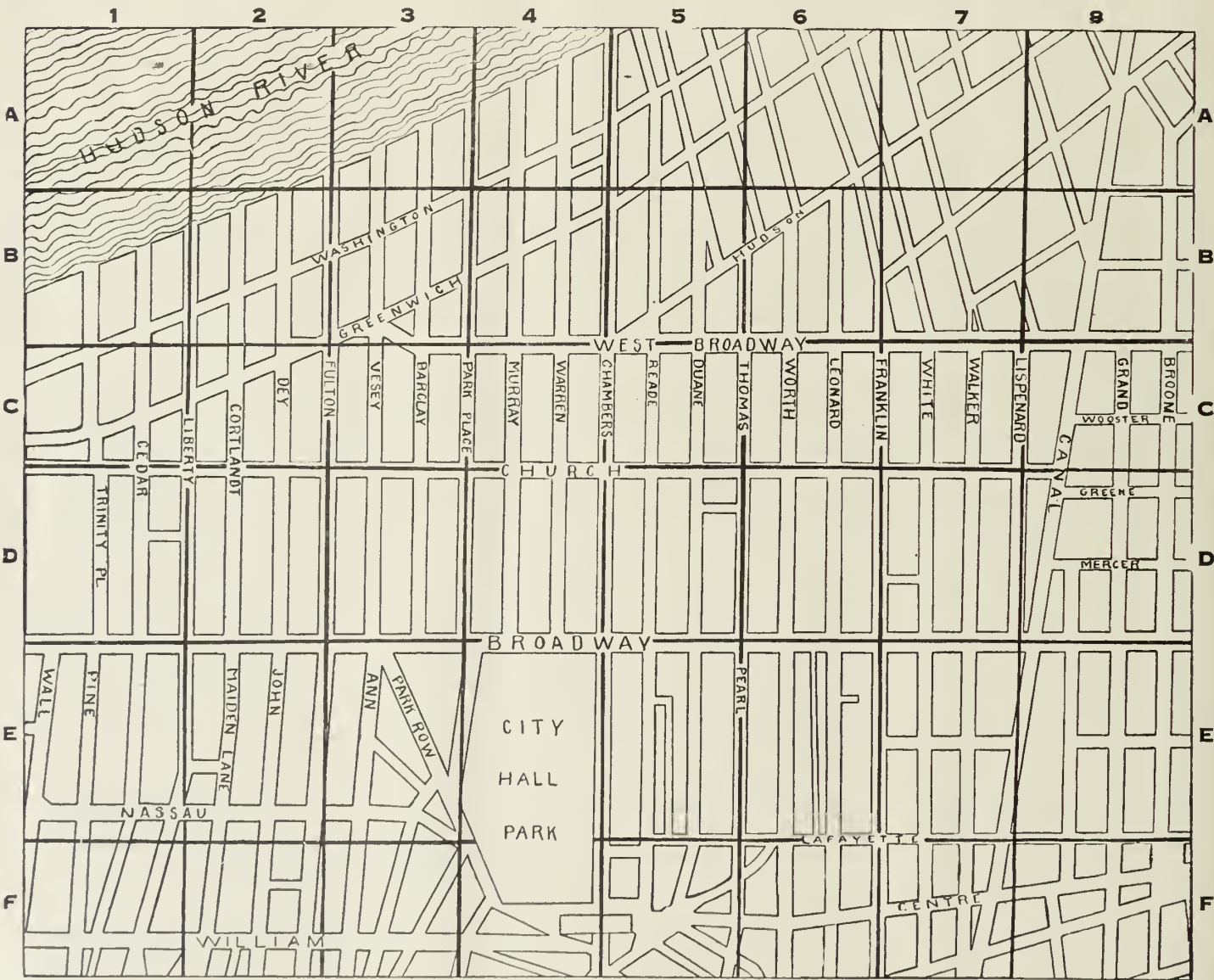
IN 1915 the production of crude borate materials in the United States was 67,003 short tons, valued at \$1,677,099, compared with 62,400 short tons, valued at \$1,464,400, in 1914, and 58,051 short tons, valued at \$1,491,530, in 1913. All the crude borate material now used in this country is the mineral colemanite (calcium borate), and the output in 1915 came from a few mines in southern and southeastern California. The value of the product given is the value of the ore at the point of shipment estimated on a basis of \$1 per unit (per cent)

of anhydrous boric acid (boron trioxide) in the raw material. All the ore shipped from California, however, was calcined or concentrated before being put on the cars at the mines.

The production of borax in the United States began about 1864. It consisted of natural borax crystals found in California in the muds of the bottoms of two small lakes in Lake County. In the late seventies the native borax and the mineral ulexite in the marsh deposits in California and Nevada were utilized, but since

Continued on page 28.

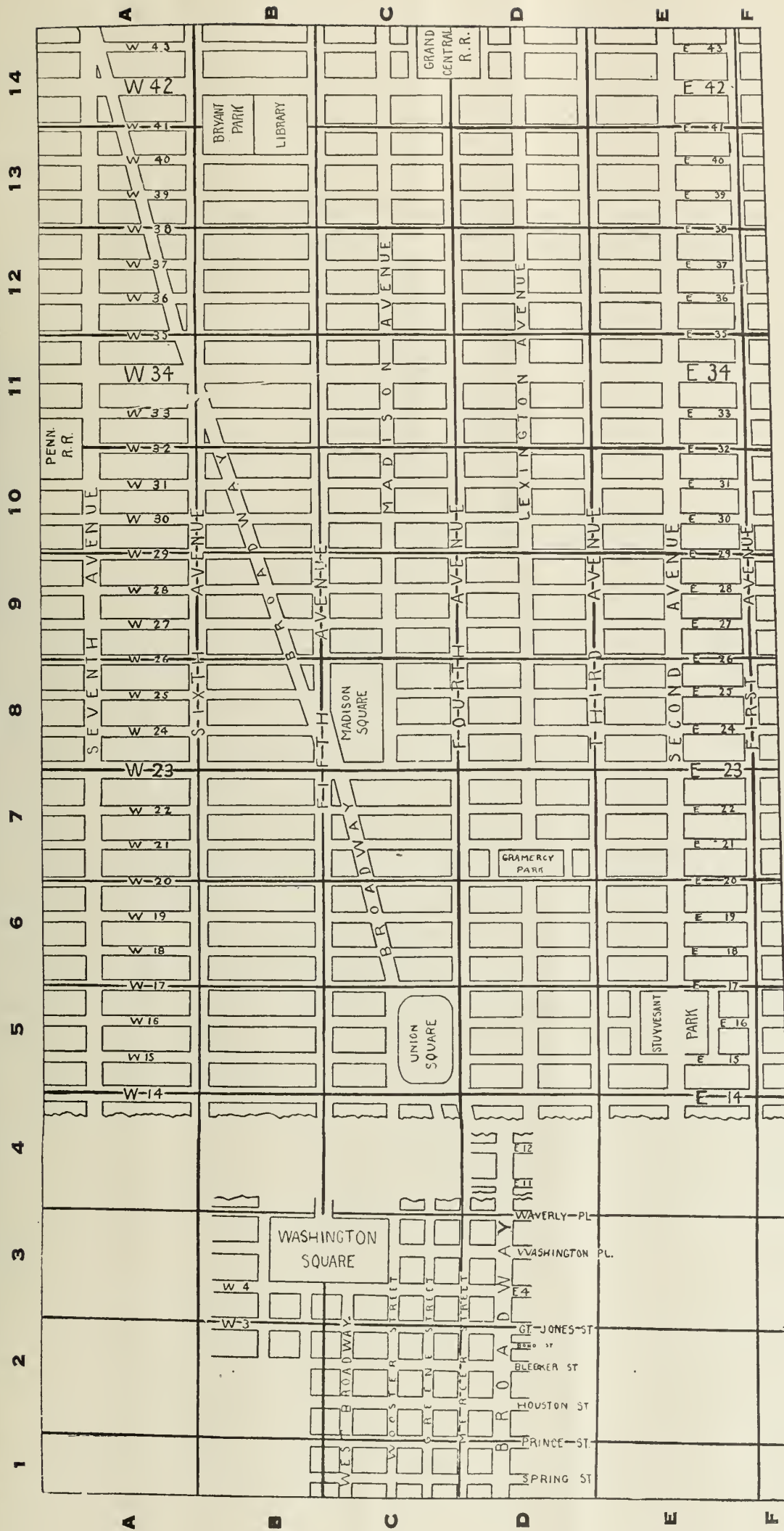
Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place.....	C 4	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C
Benedikt, H., 71 73 Murray St.....	B 4	Honesdale Decorating Co., 36 Murray St.	C 4	Roessler & Hasslacher, 100 William St...	E 2
Bernardaud, L., & Co., 46 Murray St.....	C 4	Hines, J. J., 25 West Broadway.....	B 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Cambridge Glass Co., 52 W. B'way.....	B 4	Kupper, Herman C., 52 Murray St.....	C 4	Tarentum Glass Co., 25 W. B'way.....	C 3
Davison, John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tharaud, Justin, 25 W. B'way.....	3
Dorflinger, C. & Sons, 36 Murray St.....	C 4	Miller, Edward, & Co., 68-70 Park Place..	C 3	Vogt & Dose, 65 Barclay St.....	C 3
Duncan & Miller Glass Co., 92 W. B'way.	B 4	Potomac Glass Co., 66 W. B'way.....	B 4	Williamsburgh Flint Glass Co., 96 Park Pl.	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4				
Postoria Glass Co., 66 W. B'way.....	B 4				
Friedlaender, Oscar O., 40 Murray St.....	C 4				



Locations of Firms in the Uptown District.



- Bing, F., & Co.'s Successors, 67 Irving Pl. D-6  
Bloch, L. D., & Co., 153 Fifth ave. C-7  
Boote, E., 35 W 23d. B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. B-8  
Bryce Brothers Co., 240 Fifth ave. B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way B-9  
Burgin, J. D., & Co., 239 Fifth ave. C-9  
Brecht, Albert J., 31 Union Square. C-5  
Colonial Co., 145 W 18th. A-6  
Cox & Lafferty, 1140-1146 Broadway. B-9  
Deia Croix, C. J., 19 Madison ave. C-8  
Dohrmann Commercial Co., 85 Fifth ave. C-6
- Fry, H. C., Glass Co., 200 Fifth ave. B-8  
Fonderville & Van Iderstine, 85 Fifth ave. C-5  
Gillinder & Sons, 19 Madison ave. C-8  
Gray, Horace C., Co., 200 Fifth ave. B-8  
Gredelue, A., 129-131 Fifth ave. B-7  
Guerin, Wm., & Co., 43-47 W 23d. B-8  
Guernseyware, 16 W 23d. B-7  
Haviland & Co., 11 E 36th. C-12  
Haviland, Theodore, & Co., 200 Fifth ave. B-8  
Haviland & Abbot Co., 95 Madison ave. C-9  
Imperial Art Glass and Lamp Works, 205 W 19th. A-6
- Koscherak Bros., 129-131 Fifth Ave. C-6  
Lancaster Glass Co., 200 Fifth ave. D-8  
Manhattan Brass Co., 332 E 28th. F-9  
Mogi, Momoni & Co., 105 E 16th. D-5  
Morimura Bros., 53-57 W 23d. B-8  
Mailbrunn Co., 40-42 East 17th. C-6  
Noe, Wm. R., & Sons, 53-55 W 21st. B-7  
Pairpoint Corporation, 43-47 W 23d. B-8  
Phoenix Glass Co., 230 Fifth ave. B-9  
Plume & Atwood Mfg. Co., 30 E 42d. C-14  
Pitcairn, W. S., 104 Fifth ave. B-5
- Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. B-8  
Roseville Pottery, 621 Fifth ave. C-5  
Straub, Paul A., & Co., 105-107 Fifth ave. D-2  
Tajimi Co., 597 Broadway. B-8  
Torlorting, E., 35 W 23d. C-6  
Takito, Ogawa & Co., 101 Fifth Ave. C-6  
United States Glass Co., 24th St. & B'way. B-8  
Venon, J. H., Inc., 104 Fifth ave. B-5  
Van Gieckland Co., Inc., 110 W 40th. A-13  
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the eighties the larger proportion of the American output has come from veins of colemanite.

It continues to be derived entirely from California colemanite ores. The famous Lila C. mine of the Pacific Borax Co., in the mountains of the Death Valley region of Inyo County, after making a final small output early in 1915, was abandoned, and the company confined its efforts to the Biddy McCarty and Widow mines, two new properties opened and made productive in 1915. A small 18-inch tramway connects with the narrow-gauge line to the main line of railroad. At this property more rotary furnaces are to be put in. At the Lang property of the Sterling Borax Co., in Los Angeles County, the calcining plant has been enlarged

and new deposits have been opened. New rotary Wedge furnaces have also been put in. The Stauffer Chemical Co., of San Francisco, did not make any production at the Russell borate mines in Ventura County in 1915.

Too Late for Classification

NOTICE TO THE TRADE.

OWING to the recent death of Mr. H. Harroun, of the firm of H. Harroun & Co., Mansfield, Ohio, there will be a reorganization of the business about March first. Anyone wishing to engage in this long-established, growing business, or to purchase a large, well-selected stock of goods at a reasonable price, should address MRS. JULIET M. HARROUN, Administratrix, Mansfield, Ohio.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

## ENCOURAGING ART IN PITTSBURGH.

THE chairman of the House Committee of the Chamber of Commerce at Pittsburgh announces that a prize has been offered to the person who designs a suitable monogram for the china and glassware to be used in the service at the club quarters in the new Chamber of Commerce Building in that city. The design must embody the letters "C. C. P." and may include the seal of the city or anything emblematic of Pittsburgh. The drawings are not to exceed three inches in any one direction.

The competition will be open to any person residing in Pittsburgh or who attends school there, except employees of the Chamber.

Twenty-five dollars in gold is offered for the best design. Drawings are to be sent to Maj. Wm. H. Davis, chairman of the Chamber of Commerce House Committee. The contest will close Saturday, March 3.

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

## SITUATIONS WANTED.

OPEN FOR ENGAGEMENT.—Advertiser, who has thorough knowledge of pottery, and resident in Stoke-on-Trent, is open to represent, in the Staffordshire Potteries, an American or Canadian firm of crockery importers. Splendid references. Apply "CERAMIC," this office.

## FOR SALE.

ESTABLISHED MORE THAN FORTY YEARS. Entire stock of china, cut glass, silverware, lamps, crockery, glassware and housefurnishing goods; also fixtures, lease, etc. Must be sold on account of death of owner, A. B. Stockholm. The stock is complete and new, and the store has always enjoyed a large and elite patronage. This store handles the best line of goods, caters to the best trade, and has the best location in the city of Poughkeepsie, New York. Here is an unusual opportunity to step into an established and going business of the highest reputation. Write at once to HOWARD A. SOMERS, Administrator, 52 Broadway, New York.

RETAIL and wholesale stock of china, glass and queensware. Established business of fifty years in Logansport, Ind. Will close out at great sacrifice if taken at once. Address JOHN ALBER, Logansport, Ind.

A REAL OPPORTUNITY.—A flint and feldspar grinding and pulverizing plant with the most modern and up-to-date equipment, with a capacity of twenty tons per day, and located in the East Liverpool potting district. This plant was completed in 1914 and has been operated but very little, owing to lack of capital. It was constructed by practical men and is an innovation in the manufacture of pulverized flint and feldspar. This plant can be bought for \$25,000, and if properly operated will show a profit of at least fifty per cent on the investment. The demand for flint and feldspar is such that the plant can be run at full capacity. Any person who is interested in this proposition can obtain full particulars and an inspection of the plant by addressing "FELDSPAR," No. 762 Dresden Avenue, East Liverpool, Ohio.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

## Jones, McDuffee &amp; Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	" "
The GOLDENA,	" "
The SICILY,	" "
The FLAMENGO,	" "
The PAGODA,	" "
The METZ,	" "
The CARPATHIA,	" "
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	" "
The Old Blue WILLOW,	" "
The ORLOFF,	" "
The MELBA,	" "
The BRIDAL WREATH, Hotel,	" "
The GENEVA, Hotel,	" "
The DUSSELDORF,	" "
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS, White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAK WORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	" "
The SENATE,	" "
The BLEU DE ROI,	" "
The IVANHOE,	" "
The MARENGO	W. H. Grindley & Co.
The BALKANS,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	" "
The Green and Gold MEDALLION Canton China,	" "
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	" "
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	" "
The MALVERN, MULBERRY and DOVE,	" "
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	" "
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	" "
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	" "
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	" "
The MEISSEN CHINA (Dresden) Blue Onion.	" "
The ODESSA, White and Gold Encrusted	John Aynsley & Son

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

Stock Patterns which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 1, 1917.

## THE CONDITION OF BUSINESS.

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**New York** Last week seemed to mark the top notch in the arrival of buyers, the city being fairly crowded with them. The arrivals this week have been fewer, and the departures greater. The buying season began earlier than usual this year, many purchasers coming as early as January, although in normal times the importers are not ready for visitors until about the middle of February. This year the samples were late; but in spite of that a large number of those who usually postpone their visits until the middle of February were here in force long before that date. There has been a great difference in the time devoted to buying this year. Some who were in the habit of making long stays were here only a few days; contrariwise, those who formerly made short visits stayed a long time. The biggest buyers have come and gone, but many others have yet to come, and it is premature to estimate how orders will compare with previous years.

So far as can be learned, no one has been able to place many orders for German goods. Those for French and English ware have been largely supplementary, as there are many orders—some dating back months—yet to be filled; and it stands to reason that buyers are not going to double up until they have some assurance of deliveries. Besides, there is no question but that the embargo on shipping has had some effect in restraining buyers.

The situation in the domestic potteries and glass factories is improving. With the return of milder weather, plants that have been practically shut down are again in full blast; but it will take some time to get

straightened out. Those potters having white ware decorated it as long as the stock lasted, and now every bit of available space in the decorating kilns is crowded with goods ready for firing. Until these are moved there will be congestion. The scarcity of gas has set both potters and glass makers to thinking, and already some plants are preparing to go back to coal.

The retail demand still continues in excess of normal times, and, somehow or other, in spite of the shortage of ware, dealers are doing a good business. Every day sees their small stocks more and more depleted, and as there are few goods in the hands of the importers, and factories are all working on order, it looks as if there will be slight chance of the retailers getting very much stock for the coming spring business.

**Pittsburgh and Vicinity** While orders are plentiful with all glass factories in this locality, production is quite below normal. The manufacturers are having trouble in getting fuel oil, and also gas. Labor continues short in a number of plants. Many salesmen are still at the home offices, and will not start out until some relief in the transportation situation is announced.

**East Liverpool and Vicinity** Inability to make prompt shipments is causing buyers and manufacturers more worry than ever. Never in the history of the trade have conditions been such as experienced during the past three

or four weeks. Gas shut off from the kilns, receipt of raw materials belated, no cars to pack finished product, and buyers begging for ware, are some of the things that have been turning the hair of manufacturers prematurely gray. Buyers are willing to pay almost any price for merchandise. The trouble is to produce it.

## OBITUARY.

NEWS of the death of Thos. G. Edge, which occurred at his home, 391 Park Place, Brooklyn, on Sunday morning, from bronchial asthma, will be received with the deepest regret by a host of friends throughout the trade, as well as with much surprise, as few knew of



THOS. G. EDGE.

his illness. In fact, the latter was not considered of a serious nature until a short time before he died. He left his office a week ago last Friday night complaining of feeling ill. On Saturday night the attending physician considered his condition much improved, but during the night he suffered a relapse, and passed away the next morning.

The demise of Mr. Edge, in his seventy-sixth year, takes another from the fast-thinning ranks of the old-time crockery and glass men. He was born in Burs-

lem, Staffordshire, England, and started his career in the pottery business in the factories there. He came to this country in 1866 as the American representative of a number of English potteries. In 1868 he went to East Liverpool, and while employed there married Ellen Dover, of that city, in 1869. In 1872 he went to Trenton, N. J., connecting with the Trenton Potteries Co. as traveling representative, after which he started a decorating plant of his own. In 1885 he came to New York and established himself as a manufacturers' agent on Barclay street, later moving to 66 West Broadway. During his career here he represented various prominent factories, including the McKee Glass Co., the Potomac Glass Co., and others.

Outside of being well known in the china and glassware business, Mr. Edge, who was a staunch Republican, took a prominent part in Brooklyn politics, having been leader of the Tenth Assembly District in that borough for the past twenty years. He was president of the Logan Club for several terms.

He was well liked by all who knew him, and very much respected for having and living up to high business ideals.

Funeral services were held at his late residence on Tuesday night. He is survived by his wife.

James Matthews, senior member of the old firm of A. D. Matthews & Sons, Brooklyn, which went out of business last year, died Monday at his home in that city, in his seventy-eighth year.

## IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending February 27, 1917.

### LIVERPOOL

17	packages glassware.....	J Davison
33	" ".....	T W Morris & Co
7	" ".....	S Bache & Co
14	" ".....	T S Todd & Co
6	" ".....	W H Plummer & Co
5	" chinaware.....	Gimbel Bros
19	" ".....	W S Pitcairn
3	" earthenware.....	Tarrant Co
1	" ".....	J M Shaw & Co
7	" ".....	Davis Collamore & Co
4	" ".....	Lazarus & Rosenfeld
1	" ".....	W S Pitcairn
6	" ".....	G F Bassett & Co
9	" ".....	G Collamore & Co
5	" toys.....	Geo Borgfeldt & Co

### KINGSTON

1	package chinaware.....	M V Whitall
---	------------------------	-------------

### VALENCIA

1	package glassware.....	Gallagher & Ascher
---	------------------------	--------------------

### HONG KONG

51	packages chinaware.....	Fo Sing Huen
16	" ".....	A A Vantine & Co
93	" glassware.....	American Express Co



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Through the efforts of Henry P. Knoblock, of the Potters' Co-Operative Co., as chairman of the Transportation Committee of the United States Potters' Association, some slight relief has been granted pottery manufacturers by the railroads. After Mr. Knoblock had held several conferences with railroad traffic officials it was agreed that hereafter the carriers would recognize the requisition of a pottery manufacturer for a car of fuel or raw material if presented through the United States Potters' Association. Should a pottery have, for instance, a car of clay that is covered by an embargo, and a request for immediate movement comes through the office of Secretary Charles F. Goodwin, the carrier will forward that particular car. Raw materials consigned to this territory have been on the road from a month to six weeks or more.

\* \*

Fear was expressed February 22 that the gas would again be shut off on account of a brief cold snap. Fortunately, however, kilns were allowed to be lighted. It is estimated that so far this year the production of between 300 and 400 kilns has been lost on account of the gas shortage. Plans are working in good shape just now, and production will show a steady increase if there is no more cold weather and the manufacturers can secure sufficient raw materials.

\* \*

Among buyers visiting the district during the past week was F. E. Diebert, for Montgomery, Ward & Co., Chicago. A number of small Eastern Ohio and Western Pennsylvania buyers were also registered here.

\* \*

Robert T. Hall, president of the Hall China Co., left last Saturday night for Deland, Fla., where he will remain several weeks with his family.

\* \*

Charles C. Ashbaugh, of the West End Pottery Co., has returned from an Eastern business trip.

\* \*

As an illustration of how far some buyers will go in bidding for merchandise, two of them here a few

days ago bid 50 off, plus 20, for hotel ware. One carload was booked to be shipped at this price as soon as possible, while several smaller orders were placed by mail at the same price.

\* \*

Frank I. Sinners, of the Hall China Co., will return this week from an Eastern trip, and after remaining at the office for a brief season will start for his Western territory.

\* \*

A rather unusual incident occurred here a few days ago when one of the largest buyers of domestic pottery in the United States wrote a personal letter to local manufacturers urging them to write and ask their congressmen and Senators to vote for a national "dry" measure.

\* \*

The Clay Casting Co., New Cumberland, W. Va., have drawn their first kiln. They have sufficient business on file to insure operation for at least a year, and will therefore carry no stock, shipping direct from kilns.

\* \*

Enoch Wooton, superintendent of the Wylie China Co., Huntington, W. Va., has resigned, and has been succeeded by Daniel Charleton.

\* \*

East Side New York crockery dealers have been virtually "camping" in this district of late in an effort to secure merchandise. They are in sore need of ware and are at the potteries as early as seven o'clock in the morning. These buyers are willing to take any kind of ware, and at prices almost double what they formerly paid.

\* \*

George C. Thompson, head of the Thompson Pottery Co., accompanied by Mrs. Thompson, left last Thursday night for Mt. Dora, Fla., where they will spend an indefinite season.

\* \*

To protest against the threatened passage of the "Home Use" gas bill by the West Virginia Legislature at its present session, Thomas Finley, representing the Taylor, Smith & Taylor Pottery Co., and Fred Lawrence, representing the Homer Laughlin and the Edwin

M. Knowles companies, went to Charleston, W. Va., with Thomas Stephens, superintendent of the Manufacturers' Light and Heat Co., of this city, to use their influence against the bill. The measure, if passed, would cut off the gas supply to plants in Ohio from the West Virginia fields, when the supply in that State ran short. The passage of such a bill would work a hardship upon potteries in this city, Wellsville and immediate vicinity. The domestic supply from West Virginia fields for use in Ohio would not be touched by the bill, it is said, although the manufacturers' supply would be cut off as soon as the West Virginia manufacturers felt a shortage.

### THE BORGFELDT LUNCHEON.

THE luncheon given by Geo. Borgfeldt & Co. on Washington's Birthday was a record-breaker. There were 745 people, including a large number of ladies, at the tables. The system and efficiency that characterize the house were in evidence at the Waldorf-Astoria. There was no confusion and no delay except that which is invariably due to the tardy arrival of guests.

The tables were arranged for six, eight and ten, and someone from the house was at each, acting as host. Every guest found at his plate a tiny gilt and enameled pin bearing the American flag, and before he left was presented with a copy of the "Good Fairy," a bronze statuette about twelve inches high. A fine orchestra was stationed in the upper gallery, and when popular airs were played the diners joined in singing.

A little before 12:30, the officers of the company and the guests having taken their places, all were asked to rise and sing one verse of "The Star Spangled Banner." Needless to say, it was rendered with vim. The following menu was then discussed:

Grapefruit, Maraschino Cherries	
Consomme Flamande	
Celery	Almonds
Croustade of Crabmeat	
Thermidor	
Medaillon of Filet of Beef, Bearnaise	
Potatoes, Hashed in Cream, au Gratin	
Broiled Squab Chicken, on Toast	
Lettuce Salad, Russian Dressing	
Fancy Ice Creams	Assorted Cakes
Coffee	

The menu was printed on heavy parchment paper, the cover of which carried an embossed bust of Washington and the Liberty Bell. There was a flag in color and the words of "America," the whole being held together with a red, white and blue cord.

When coffee and cigars were served a moving picture show was provided, which included, among other features, some clever comic sketches by the cartoonist

Hy. Mayer. It was announced that Mr. Mayer was present, and calls for a speech were made, but he modestly declined.

It was by far the greatest and best affair the house ever arranged.

### AT CHICAGO.

THERE is great complaint here over delayed shipments from Eastern factories. The stocks of many large concerns are very low, and managers of crockery and glass departments in several of the large department stores said last week that they would be up against a serious proposition if ordered goods did not put in an appearance within the next few days.

F. M. Drummond, of the J. H. Stouffer Co., has returned from French Lick Springs, Ind., where he had been resting for a few days.

Bar glass men are vitally interested in the progress of anti-liquor legislation at the State capital. The Bruce bill, which prohibits the retail sale of whiskey and other intoxicants high in alcohol, but which permits the sale of beers and light wines, will be up for the first reading some time this week, and the chance for its passage is good. However, the possible drop in the bar glass trade will be offset to some extent by the sale of soda fountain glassware, for which Chicago is becoming one of the leading markets of the world.

Oscar W. Eckland, of the Central Cut Glass Co., has the sympathy of the trade in the death of his wife, which occurred last Sunday. Mrs. Eckland had been an invalid for a number of years.

The Riley-Schubert-Grossman Co., mail order house, has decided to increase its line of glassware, glass novelties and sundries, and is now looking about for appropriate goods.

John Ling, buyer of china and glassware for Mandel Bros., is spending much of his spare time in skating these days. While Ling's ability along this line is not generally known in the trade, he is said to be exceedingly skillful on the ice.

B. H. Palmer, who travels for the United States Glass Co., arrived at the Chicago office last week on the completion of a road trip.

French china prices will probably take another advance in this market this spring, according to William Howell, of Pitkin & Brooks. "The chances for getting French china to this market are certainly no better now than they were a year ago; and with the supply still further reduced the only thing I can see is higher prices." Mr. Howell would not say whether or not he



believed the higher prices on French china would drive buyers to the high grade domestic dinnerware factories.

\* \*

Charles B. Ott, of the Eagle Glass and Mfg. Co., has recovered from the illness which overtook him while he was here on a business trip last week, and has returned to the factory.

\* \*

C. H. Coleman, traveler for the Phoenix Glass Co. in Middle Western territory, was in the city for a couple of days last week.

\* \*

George Brush, of the Brush-McCoy Pottery Co., is among the visitors in the city this week.

\*

The Chicago Association of Commerce has started a "Boost Chicago" campaign, in which crockery and glass members are taking a prominent part. Letters have been sent out to buyers within a radius of five hundred miles of the city, and stickers have been prepared which members are pasting on their letters. The stickers call attention to the advantages of Chicago as a buying market.

## IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

**I**N addition to those noted under the head of "Personal," the following buyers were reported this week:

Miss E Brennan, hf, and H Salamon, t, Rothschild & Co, Chicago. 470 Fourth ave.

A J Scott, t, Z L White Co, Columbus, O. Imperial.

H Cohen and N Robinson, hf, Robinson & Cohen Furn Co, Detroit. Wallick.

B W Mountjoy, hf, L S Ayres & Co, Indianapolis. 220 Fifth ave.

H J Neff, t, B Lowenstein & Bros, Memphis. 22 East 17th.

H C Zollinger, hf, W R Zollinger Co, Canton, O. 404 Fourth ave.

A R Willauer, hf, W Laubach & Sons, Easton, Pa. 41 Union sq.

J Erion, Jr, hf, L S Donaldson Co, Minneapolis. 230 Fifth ave.

O Hirschman, t, Kahn Bros, Oakland, Cal. 377 B'way.

L Crampton, hf, t, J H C Petersen's Sons, Davenport, Ia. 31 Union sq.

P L Beck, t, c, Baltimore Bargain House. 354 Fourth ave.

C Herman, hf, Bernheimer Bros, Baltimore. Grand.

W H Bader and J Armstrong, t, hf, Hens & Kelly, Buffalo. 31 Union sq.

G Dressler, t, F & R Lazarus Co, Columbus, O. 220 Fifth ave.

H Smith, t, C Trankla & Co, Grand Rapids. 432 Fourth ave.

J A Thompson, hf, t, T C Watkins, Ltd, Hamilton, Ont. 23 East 26th.

F H Borden, t, David Harley Co, Pawtucket. Breslin.

S J Natkin, c, g, The Fair, Chicago. 225 Fourth ave.

W A Mahaffrey, hf, t, Boggs & Buhl, Pittsburgh. 1140 B'way.

Miss M A Kelly, c, MacDougall & Southwick Co, Seattle. 23 East 26th

J Weichel hf, E Wrenn Co, Springfield, O. 353 Fourth ave.

T A Keller, hf, t, Denholm & McKay Co, Worcester. 230 Fifth ave.

A P Thorne, t, Carson, Pirie, Scott & Co, Chicago. 404 Fourth ave.

E J Viger, hf, t, The Carl Co, Troy. Breslin.

M D Bram, hf, Bernheimer Bros, Baltimore. 470 Fourth ave.

W B Stanton, hf, t, Stewart & Co, Baltimore. 18 West 35th.

R M Dean, t, R H White Co, Boston. 470 Fourth ave.

B L Weaver, nf, t, c, Linn & Scruggs D G & Carpet Co, Decatur, Ill. 31 Union sq.

H J Hartley, hf, J M Hartley & Sons Co, Fairmont, W Va. 1270 B'way.

G W Starkweather, c, L S Donaldson & Co, Minneapolis. 230 Fifth ave.

J A Waterman, t, Mass Bros, Tampa. 1150 B'way.

Mrs Nudd, W Filene's Sons Co, Boston. 116 West 32d.

I Rothstein, hf, c, Rosenbaum Dept Store, Pittsburgh. 31 Union sq.

G H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.

H C Marsh, hf, Consolidated D G Co, Northampton, Mass.

Lawrence E Doland, c, Henry Cone & Sons, Hartford.

L B King, Jr and Ralph King, hf, c, g, L B King & Co, Decatur, Ill.

E V Powers, hf, B Peck & Co, Lewiston, Me. Park ave.

A A Breton, hf, Shartenberg & Robinson, New Haven. 404 Fourth ave.

C W Schwartz, t, Boggs & Buhl, Pittsburgh. 1140 B'way.

J Kohnfelder, hf, t, c, Kaufmann & Baer Co, Pittsburgh. 440 Fourth ave.

J Vance, c, g, Chester, Pa. New Strand.

C Williams, hf, D Coyle Co, Erie, Pa. B'way Central.

B McMannon, hf, Harbane-Eiband & Co, Galveston. 1170 B'way.

W F Moser, hf, t, J F Cairns, Saskatoon, Can. Park ave.

F E Beach, hf, F E Beach, Inc, Bridgeport. Marlborough.

Mrs C M Beach, hf, Beach & Co, New Milford, Conn. Woodward.

## SHOCKING ACCIDENT.

**O**N Tuesday Geo. B. Van Sickel, salesman for Edward Miller & Co., was summoned uptown to Macy's store in a hurry, and arrived to find that his only child, a boy of six, had been killed in an elevator. His mother had taken him with her on a shopping tour and had entered the elevator with three other passengers. As near as can be learned, the car started with a jerk before the inside gate was closed. Its suddenness threw the boy forward, and his head was caught by the ceiling. He died instantly. The colored operator was arrested on a charge of manslaughter.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 1, 1917

### SOLVING THE FOOD AND FUEL PROBLEM.

FOOD is high in price, but not as scarce as some would make it appear. Coal is not scarce at all, but is tied up by freight embargoes. It is outrageously high in price because dealers can get the figures they ask. Both of these necessities could be furnished in quantity if the railroads would but move them; and they could do so if they would. They might use the tracks set apart for passenger traffic without interfering with passenger or mail trains. It would cost the railroads money, of course; but possibly the Public Service Commission would permit a higher freight rate for a while. The plan would be to make up short freight trains of, say, ten cars, and run them as second sections of regular passenger trains. These could make quick time with passenger locomotives, and would speedily relieve the congestion.

### ANYTHING FOR NOVELTY.

THE demand for specialties is growing. Almost anything that is "different" is likely to sell, without regard to its merit. Outlandish, grotesque things which violate every principle of art or utility, made of clay, glass, wood or metal, and put on sale in the crockery stores and gift shops, find quick takers. There are many excellent articles on the market, both

useful and ornamental, which have the added merit of peculiarity. These have a reason for being. But why people buy the other kind is past comprehension.

The writer was in a department store the other day when two ladies paused at a counter on which some hideous-looking articles were displayed. They laughed at the sight of them, and one, picking up a piece, said she would buy it. When the wrapped package was handed to her the other said:

"Now that you have it, what are you going to do with it?"

"I don't know," was the reply.

There you have the whole story. It was bought on impulse, and would ultimately go to the refuse heap.

### PERSONAL.

WHEN at the Borgfeldt luncheon the waiters began distributing the "Good Fairy" souvenirs they were interrupted by the presentation of the "movies," and there was delay in serving the press table. Coming out, the writer stopped to speak to George Pfeiffer, who introduced him to Mrs. Jessie McCutcheon Raleigh, the designer of the statuette. Learning that the newspaper man had not yet received his, she insisted on his taking hers. Not only is the souvenir valued for its own sake, but, like an autographed book or picture, will be cherished because it came from the hands of its creator.



W. D. Finke has taken over the samples shown by A. A. Bean from the Lonaconing Glass Co., and will represent the line in New York. Mr. Bean, as stated last week, has engaged with the Mitchell, Woodbury Co.



Miss Ella Brennan, buyer of china, earthenware, glass and lamps for Rothschild & Co., Chicago, arrived in town on Monday. She is not only one of the most efficient buyers in the trade, but has a charming personality which makes friends for her everywhere.



Chas. Hass, with S. & G. Gump, San Francisco, has booked passage for Europe on the Rochambeau, which is scheduled to sail in the near future.



T. A. McNicol, of the T. A. McNicol Pottery Co., East Liverpool, arrived in New York on Saturday for a several days' stay.



It will be a surprise to the many friends of A. P. Doctor to learn that he is in the Bay Ridge Sanitarium, Brooklyn, where he underwent a serious operation last



Wednesday. He had been bothered with intestinal trouble for some time, but had kept the matter to himself until it was decided that an operation was necessary, and even then the fact was known only to the family. He has passed the critical period, and is making rapid improvement, but it will probably be three weeks before he can return to business.



A. B. C. Dohrmann, of the Nathan Dohrmann Co. and Dohrman Commercial Co., is the father of twins for the second time. He has now three boys and two girls.



It was surely "some" time that Bernhard Wicke gave his associates at Cox & Lafferty's last Saturday afternoon in celebration of his twenty-fifth wedding anniversary. The fun began at closing time, and lasted until—but no one would say just what time they got home. First, there was a bowling contest; then a fine dinner at the Hofbrau Haus; then—well, what do a lot of jolly good fellows usually do after a fine dinner at the Hofbrau Haus?



E. J. Leigh, familiarly known as "Teddy," who was for many years in the crockery trade, but who now holds a position in the Tax Office in Newark, N. J., visited friends in the trade last week. He does not get to New York very often, so he was all the more welcome. Mr. Leigh is in fine physical condition, and although it is nearly a dozen years since he left the trade he has not changed a bit.



Louis Cruveilher, with L. Bernardaud & Co., is a passenger on the Touraine, due to-day (Thursday). He has been at the front in France and has twenty-one days' furlough, which he will spend in New York. The twenty-one days begin with his arrival and end with his departure from this city. The days consumed in transportation do not count.



Silas was at the Borgfeldt luncheon. What Silas? There is only one of him—Silas Ichenhauser, from Evansville, Ind. Although he is a comparatively young man, as was evidenced at the Western Salesmen's banquet in January, where he never missed a dance, he has been coming to New York to buy for—we had better not say how many years, for fear he should be rated older than he is.



Harry L. Seixas will be at Young's Hotel, Boston, next week with samples from Edw. Boote, after which he will make a tour of the West.



O. Phillips, formerly with McCreery & Co., Pittsburgh, now with Stix, Baer & Fuller, St. Louis, arrived in town on Saturday. He says he is doing a good

business and has had luck in getting a good many goods. The firm's New York office is at 1140 Broadway.



Victor G. Wicke, of the Imperial Glass Co., Bel-laire, O., arrived in town last Friday. He says that the manufacturing problems he has to meet are beyond description; but, happily, the situation is clearing.



W. F. McNaugher, secretary of the Pittsburgh Lamp, Brass and Glass Co., came on a special mission to the city on Wednesday and returned the next day.



Geo. H. Service, traveling representative for Ken-nard L. Wedgwood, leaves on Sunday for Boston, where he will open up on Monday at Young's Hotel for a week before continuing on his regular trip through the West.



Lawrence Kinet, who travels in the interest of the United States Glass Co.'s export business, arrived home on Monday after a year's tour of South American countries. He says the merchants in all the places visited were doing a thriving business.



Walter B. Elms, with the Broadway Department Store (Arthur Letts), Los Angeles, Cal., is due in New York to-day, March 1.



Charles J. Dooley, buyer for the Cowell & Hubbard Co., Cleveland, who was in town for ten days placing orders, left for home on Wednesday.



J. B. McDonald, secretary of the Knowles, Taylor & Knowles Pottery Co., East Liverpool, arrived in town on Sunday to spend the week here.



C. B. Joseph, of the New York office of the Dohrmann Commercial Co., Los Angeles, will leave Saturday night for that city, making stops at Washington, Chicago and San Francisco.



J. W. McBride, of Robertson's, Ltd., Kingston, Ont., came into New York on a special mission Monday and left Wednesday night.



J. Duncan Dithridge and J. F. O'Gorman will leave on Monday for Pinehurst, N. C., for a vacation. Length of visit not definitely determined.



Josephine Beaubernard and Edgar Bowman are in town this week buying for the retail department of Geo. H. Bowman & Co., Cleveland. "Miss Josephine," as

she is affectionately called, is an expert in her line, and is a welcome guest in New York. Geo. H. Bowman has been in the city for several days looking after the wholesale end of the business.



H. Benedikt this week received a postal from Wm. H. Phillips, head of the Smith-Phillips China Co., who with Mrs. Phillips is making a tour of the British West Indies. He is enjoying himself hugely, and is not looking forward with glee to the time when he must return to the worries of manufacturing dinnerware.



Chas. L. Reizenstein, of C. Reizenstein & Sons, Pittsburgh, accompanied by Mrs. Reizenstein, arrived in town the first of the week, and is taking in some of the sights when not placing orders.



Robert H. Yarwood, who, as previously announced, resigned his position as buyer of housefurnishings for Gimbel Bros., has become associated with Joseph Friedman, this city. manufacturer of brass goods, lamps, mahogany specialties, etc., and will assume the management of the office and salesroom, 133 Fifth avenue, as well as take care of trade in the metropolitan district. Mr. Yarwood is no stranger to the selling game, and should prove a valuable acquisition to the Friedman organization.

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#### MONTHLY SUMMARY OF IMPORTS.

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THE importations of earthen, stone and china ware for the month of December, 1916, compared with the same month in the preceding year, show the following gains: Great Britain \$43,743, France \$30,994, Japan \$104,265, and Other Countries \$5,324; while the losses were: Austria \$11,639, Germany \$149,033 (Germany and Austria together \$160,672), making the total loss \$23,654.

For the calendar year ending December, 1916, compared with the same period of 1914, the losses were: Great Britain \$155,631, France \$193,511, Austria \$436,607, Germany \$3,410,837 (Germany and Austria together \$3,847,444.) The gains were: Japan \$324,646, Other Countries \$154,088; making the combined total for the twelve months as compared with 1914 show a loss of \$3,717,852. Compared with the twelve months of 1915 the losses were: Austria \$126,111, Germany \$1,584,786 (Germany and Austria \$1,710,897), while Great Britain gained \$127,471, France 110,257, Japan \$447,701, and Other Countries \$122,617. The total compared with 1915 shows a loss of \$902,851.

The importations of toys for the month of December show a decrease of \$268,654 for Germany and \$55,-

542 for Other Countries. For the twelve months compared with 1914 Germany shows a loss of \$6,689,026, and \$3,438,591 compared with 1915, while Other Countries show a loss of \$431,293 for 1914 and a gain of \$297,202 over 1915.

In glassware the importations fell off \$21,679 for the month of December, and for the twelve months \$1,674,732 compared with 1914 and \$556,725 compared with 1915.

China clay shows a deficit of \$75,032 for December, and for the twelve months \$582,750 over 1914, but gained \$174,096 over 1915.

Hydrate of potash containing not more than 15 per cent of caustic soda shows a loss of \$61 for the month, and \$169,764 compared with 1914 and \$83,615 for 1915.

Articles of metal enameled or glazed with vitreous glasses gained \$11,982 for the month, and lost \$448,965 compared with 1914 and \$66,597 compared with 1915.

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#### GLAD TO GET BACK.

---

THE Philadelphia, the first American transatlantic liner to arrive after the promulgation of the German edict, brought with it John Hawthorn, buyer for John Wanamaker. The ship left Liverpool at night blazing with electric lights and with the American flag proudly flying. The passenger list was full until the ruthless pronunciamento was made, when many cancelled their engagements, and only about sixty of the first-class passengers sailed. There was no untoward incident, however, and the voyage was a fair midwinter trip.

While abroad Mr. Hawthorn was in a pretty bad railroad accident. He was going from Genoa to Pisa, when four cars of the train left the rails and fell down an embankment fifty feet. His car turned completely upside down, and one end was smashed into splinters. His left hand was badly scratched and the ligaments of his arm were torn. But in less than a week he was all right again and attending to business.

Mr. Hawthorn had little to say regarding trade conditions. Manufacturing had not improved in England; rather, it had gone back a little. France was no better; perhaps a little worse. In the statuary district of Italy one would scarcely know there was a war.

He was very glad to put foot once more on New York soil, and said it would take a good deal to induce him to make another European trip under existing circumstances.

---

SPIFFER.—“I have often wondered at your brilliancy, your aptness at repartee, your——”

WHIFFER.—“If it's more than a dollar, old top, I can't do a thing for you. I'm nearly broke myself.”





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
 Tips to Dealers Looking for Ready  
 Sellers.



### FINE DUTCH POTTERY.

Ferdinand Bing & Co.'s Successors are showing a very large and finely assorted line of the famous "Gouda" pottery, consisting of vases—large and small—pots and pedestals, jugs, violet and lily bowls, compotes, and a variety of other articles, both useful and ornamental. The beautiful and characteristic colorings of this ware are seen to good advantage in the firm's wareroom, where they occupy much space. Hundreds of pieces are shown, at a great range of prices.

### NEW CUT GLASS DESIGNS.

Among the new patterns in cut glass at the salesroom of the J. D. Bergen Co. are the "St. Regis," an unusual style of combination cutting, and the "Isis," "Lotus," "Thor" and "Regal," all featuring something different from the ordinary. Each pattern is displayed in a complete line of good items.

### TOY TEA SETS.

Louis Wolf & Co. have a big display of toy tea sets. They are shown in a variety of sizes and decorations, packed in fancy boxes, some of them having after-dinner coffees large enough to use at a regular dinner. Besides these they have many patterns not put up in boxes. They are also showing indestructible doll heads "made in America," as well as dressed and undressed dolls with these heads. They are as well made and finished as any ever known. The faces are good and the colorings very life-like.

### FINE STEMWARE.

Buyers are sure to appreciate two new lines just added to the Central Glass Works' display at their handsome new showroom in the Albemarle Building, Twenty-fourth street and Broadway, as they are of just the character to take the place of imported lines now so difficult to procure. In fact, one of them, in a new style optic crystal, bears a close resemblance to an imported design that enjoys a great success. Another clever conception is a gold-encrusted band and line pattern. The encrustation, employing a continuous leaf design very advantageously, is clean cut and above criticism in every particular. A remarkably graceful

shape, with a bulged drawn stem, contributes its share to the beauty of the line. Both patterns are shown in stemware, tumblers, etc.

### GERMAN FANCY GOODS.

Since it is impossible to procure any more at present, Koscherak Bros. have decided to close out the remaining stock and samples of fancy china from various well-known German factories, thus offering buyers an opportunity to secure a line of salable goods which are becoming scarcer in the market every day. The items include ramekins and plates, mustard cups, egg cups, sugars and creams, salad sets, chocolate sets and cake plates. The stock is not large, and anyone interested should lose no time in looking it over.

### ILLUMINATING GLASSWARE, SHADES AND FIXTURES.

Harry Pickhardt, who recently resigned his position with the Phoenix Glass Co. to go into business for himself, has secured the representation of the Quezal Art Glass and Decorating Co., of Brooklyn, manufacturers of novelties in illuminating glassware, flower and fruit bowls, vases, etc.; Faries Mfg. Co., of Decatur, Ill., makers of portables, metal shades, patent adjustable electric brackets and a general line of fixtures; and the Utility Shade Co., of Tenaflly, N. J. Samples from these factories are now on view at Mr. Pickhardt's salesroom, 98 Park Place.

### WONDERFUL FRENCH CHINA.

In the new lines of Chas. Ahrenfeldt French china at the warerooms of Herman C. Kupper are designs which far excel any of the previous productions of this famous factory. One, a cluster of flowers done by a painter of more than ordinary talent, is so good that if it were on canvas it would command a high figure; yet the plates are sold at popular prices. There are possibly a hundred patterns, every one of which is distinct and separate from the others, albeit in some instances a certain standard feature is followed. But the treatment is so different, and the auxilliary colorings are of such distinct tones, that a new design is created. These are shown in complete sets, and in service and cake plates, together with a few fancy pieces. The prices are really

very low, considering the amount of decoration, and the workmanship is excellent—in fact, looking at this display, one wonders how, amid the turmoil and anxious days in France, they can concentrate their minds to produce goods actually better than those made in their palmiest days.

#### NEW DECORATION ON GLASSWARE.

The Bonita Art Co., of Wheeling, W. Va., has just been added to the list of factories represented by Malone & Nicholson, and the first installment of samples arrived last week. The concern specializes in high grade hand-painted china, twenty-four karat gold decorated dinner sets, and solid matt coin-gold china. Among the ware on view is a line of glass water and lemonade sets, tumblers, and other items, decorated with what is known as "Cameo Etching," a decidedly attractive effect that the originator claims to have taken several years to perfect. Among the designs is the "Stork" pattern in delicate colorings, a dainty butterfly design, a bluebird, and some exceedingly pleasing floral and figured effects.

#### CREATIONS IN GOLD.

Jesse Dean, Inc., have outdone themselves. Quick to grasp the growing demand for gold-decorated glass, the concern has produced such beautiful creations that buyers rave over them. The line, which is very extensive, includes vases varying from the single bud to large rose holders, flower receptacles of all kinds, nappies, jellies, covered candies, coupes, condiment sets, marmalade jars, bedroom sets, salads, a big variety of glass plates, and stemware in many styles. The decorations run from simple gold lines to bands and wide incrustations. The etched work is beautifully done, being deep, clean cut and highly finished. When desired the decorations will be made to match patterns on china. It is a real pleasure to call attention to such work as this.

#### IRIDESCENT GLASSWARE.

An achievement of which the Imperial Glass Co. may well be proud is a new line just placed on show at the salesroom of Cox & Lafferty, known as "Venetian" ware. An unusually beautiful and delicate iridescent effect has been produced, the colors blending perfectly. It is shown in vases in several sizes and shapes, in a deep optic or fluted style, as well as plain. Other items will be added to the line later.

#### FRANCE MAKES CHEMICAL GLASSWARE.

A PARIS press dispatch says: "The French glass industry has succeeded in replacing glass laboratory receptacles that came from Germany before the war. It was necessary to make an exhaustive study of the new glass because the composition differs from the German product, and the chemist needed exact data as

to the conditions under which it would be attacked by reactives and what resulting errors of analysis were to be feared. This work has been completed by M. Paul Nichlardot, who declares the French glass to be fully equal to the German."

#### BOSTON BUSINESS NOTES.

MANY buyers have been in town this week, and business continues exceedingly good. "We never had such a brisk trade," said the head buyer in one of the largest department stores in New England. "We do not have to urge people to buy. They have the money, and are willing to spend it if we can furnish what they want. But that's the difficulty. The freight embargoes and delays in shipment at the glass factories and potteries are causing us much trouble."

The Webster & Briggman Co., Naugatuck, Conn., has been incorporated with a capital of \$40,000.

Marks & Knoring, toy manufacturers, lost several thousand dollars' worth of stock in the fire which swept through the building at 40-44 Winchester street, South End, recently.

The demonstration made by several hundred women, carrying banners, who went to the State House to protest against the legislation which proposes to prohibit the giving of trading stamps, will probably result in the stamps being retained.

The Gilchrist employees held their annual reunion the other night and had as guests President Charles C. Ferris, Treasurer Simon Vorenberg, Vice-president William Jardine, Secretary Felix Vorenberg, and Directors Fred and Samuel Vorenberg.

The Women's Rifle Club, composed of women employees of the Shepard, Norwell Co., and the first department store organization of its kind, has notified Governor McCall and President Wilson that it stands ready to serve "in any capacity the Governor may deem expedient in the event of war." The members have khaki uniforms, and for months have had weekly rifle practice at the targets at the East Armory School of Musketry, under Captain Driscoll, of the National Guard.

George A. Stuart, assistant treasurer of the Mitchell, Woodbury Co., who, as stated in our last issue, was elected general manager at the annual meeting of the stockholders, became connected with the company a little more than fourteen years ago and has risen to his present position step by step. He is well liked by his hundreds of acquaintances in the trade, not only in Boston and New York, but elsewhere throughout the country.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

Large packing houses are in the market for common tumblers, and their demand is so urgent that they are willing to accept almost any conditions imposed. One large concern, when advised that no shipments could be guaranteed until August, said that August or September delivery would be satisfactory. The large packers are taking no chances of being caught short of stocks in the fall.

The Pittsburgh Lamp, Brass and Glass Co. is having marked success in the sale of its automobile spot-light lamp, recently placed on the market.

The annual meeting of the National Association of Manufacturers of Pressed and Blown Glassware will be held in the general offices of the organization in the Conestoga Building March 13. The re-election of all present officials is expected. A large attendance is looked for.

During the past fortnight manufacturers have received many inquiries from abroad. British East Africa houses want tumblers, vases, tableware and oil lamps in large quantities. Italian dealers want illuminating glassware and all kinds of tableware. From Arabia comes a request for catalogues and prices of large numbers of lanterns. But manufacturers say they are unable to take care of all home requirements just now, and therefore are unable to give much attention to requests from foreign buyers.

A new line of enameled decorated vases and water sets is about to be placed on the market by the United States Glass Co., and the first samples will be ready for all resident agents within the next ten days.

Homer A. Longstreth is now representing the Bonita Art Glass Co., of Wheeling, W. Va.

A remarkable record has been hung up by President Robert G. West of the Western Glass and Pottery Association. He received twenty new members into

the organization within two weeks, one member sending him three new applications in a day. At this rate the Association will show the largest gain in membership ever recorded in a single year.

Swaney Hall, sales manager for the L. E. Smith Glass Co., Mt. Pleasant, Pa., was here a few days ago, en route home from a five weeks' trip through the West. "There was no trouble in getting business," said Mr. Hall.

Garrett Bryce, assistant superintendent of Factory "B" of the United States Glass Co., and M. W. Bryce, of the city sales department of the concern, are spending a season at Miami, Fla.

The recent advance in prices on jelly and common tumblers has not reacted on the demand, and the buying is as active as ever.

The story is going the rounds here that R. E. Olds, automobile manufacturer, may soon be interested in the establishment of a glass factory at Tampa, Fla. "There is the finest kind of sand for glass-making near Tampa," Mr. Olds is reported to have said a few days ago, "and I may find myself interested in a glass company ere long."

The transfer books of the Postoria Glass Co. will close March 8 for an extra 1½ per cent dividend, payable March 15. This company also paid a 1 per cent dividend February 1.

Traffic managers of glass factories are a busy lot these days. No sooner is one embargo lifted by a carrier than another is announced by some other road. Transportation facilities were never as bad as now, and there is little, if any, immediate relief in sight.

The demand for black glass continues, but is not as brisk as it was when the article was first introduced. The principal call seems to be for flower bowls. When bright-colored blooms are used the contrast afforded by the containers is very effective.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of December, 1916, compared with the same month in the preceding year, were as follows:

	1915	1916
Great Britain.....	\$136,812	\$180,555
Austria.....	11,639	
France.....	82,365	113,359
Germany.....	149,059	26
Japan.....	56,113	160,378
Other Countries.....	27,453	32,777
Total.....	463,441	487,095

FOR TWELVE MONTHS ENDING DECEMBER.

	1914	1915	1916
Great Britain...	\$2,363,167	\$2,080,065	\$2,207,536
Austria.....	518,244	207,748	81,637
France.....	1,272,204	968,436	1,078,693
Germany.....	3,717,487	1,891,436	306,650
Japan.....	1,311,916	1,188,861	1,636,562
Other Countries	369,511	400,982	523,599
Total.....	9,552,529	6,737,528	5,834,677

TOYS.

	1915	1916
Germany.....	\$269,140	\$ 486
Other Countries.....	60,776	116,318
Total.....	329,916	116,804

FOR TWELVE MONTHS ENDING DECEMBER.

	1914	1915	1916
Germany.....	\$7,054,688	\$3,804,253	\$365,662
Other Countries	1,543,217	814,722	1,111,924
Total.....	8,597,905	4,618,975	1,477,586

GLASSWARE.

DECEMBER		FOR TWELVE MONTHS E'D'G DECEMBER		
1915	1916	1914	1915	1916
\$52,035	\$30,358	\$2,153,881	\$1,035,774	\$479,049

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

DECEMBER		FOR TWELVE MONTHS E'D'G DECEMBER		
1915	1916	1914	1915	1916
61		\$286,518	\$100,369	\$16,754

CHINA CLAY.

DECEMBER		FOR TWELVE MONTHS E'D'G DECEMBER		
1915	1916	1914	1915	1916
\$133,392	\$58,360	\$1,908,407	\$1,151,551	\$1,325,647

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

DECEMBER		FOR TWELVE MONTHS E'D'G DECEMBER		
1915	1916	1914	1915	1916
\$28,318	\$40,300	\$735,982	\$353,614	\$287,017

BUSINESS BRIEFS.

B. R. Maylender Co. have opened a department store at Herkimer, N. Y. Capital \$20,000.

Extensive alterations, improvements and additions are going on at the plant of Lenox, Inc., Trenton, N. J.

Dayton's department store, Minneapolis, was damaged by fire February 17th to the extent of between \$400,000 and \$560,000.

The exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of January amounted to £39,169.

The Scandinavian Glass Co., Avant, Okla., manufacturers of ornamental glassware, will move to Muskegon, where they have had an offer of four cent gas.

In our "Special Notices" column will be found an advertisement which offers an unusually good opportunity for an active man to manage the New York office of a prominent glass manufacturer.

CHINESE WARES MUST BE MARKED.

IN reply to Collector Malone, Assistant Secretary of the Treasury Peters has sent a response to the effect that Chinese earthenware and porcelain must hereafter comply with the marking provision of the tariff law. It appeared from Mr. Peters' letter that it has been the practice of the Appraiser at New York to pass Chinese goods bought in the open market without any marking to indicate the country of origin, and at the same time to require Japanese goods of the same character to be marked with a pasted label or a rubber stamp. Practically the same practice existed at the other large ports, and unless the merchandise was manufactured especially for the American market permanent marking was not required.



## MEN WHO ARE MAKING AMERICA.\*

*Continued from last week.*

Several thousands of the employees availed themselves of the opportunity several years ago to buy Sears-Roebuck stock "on the ground floor," and its market value has more than quadrupled.

Perhaps the crowning achievement of Mr. Rosenwald in connection with his co-workers is the "Employees' Savings and Profit Sharing Fund." Students of the subject have pronounced the plan the best ever conceived. Briefly, the employees who join agree to pay five per cent of their salaries into the fund and thus share in five per cent of the company's net earnings every year. On the basis of last year's profits, the company's contribution would be two dollars for every dollar the employees paid in. A worker receiving \$20 a week, paying \$1 weekly into the fund, would, in 15 years, receive for the \$780 paid in by him, \$3,428. In 30 years, in return for \$1,560 paid by him, he would receive \$10,556! The conditions covering the working of the fund are extremely favorable to those joining it.

In addition, all employees who earn under \$1,500 annually receive an "Anniversary Check," which amounts to five per cent of their annual salary on the fifth anniversary of their entering the service, six per cent on the sixth, and so on up to ten per cent on the tenth anniversary, and ten per cent every year thereafter. For example, a 10-year employee earning \$25 a week receives annually a check for \$130. With the first anniversary check goes a gold badge, another badge is given at the end of 10 years, another for 15 years, and another to mark 20 years' service. These badges are given to all regardless of salary, and are worn by the

\* Copyright, 1916, by B. C. Forbes.

*Continued on page 26.*

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### HELP WANTED.

**GLASS CUTTER WANTED.**—Glass cutter who has had experience in shop employing girl cutters, to act as working foreman in shop of thirty frames making blown tumblers and other light ware in first-class Ohio town of 30,000 inhabitants. State age, experience and salary desired. Address GLASS FOREMAN, this office.

**SALESMAN WANTED.**—A GLASS MANUFACTURING COMPANY WHICH HAS A SALESROOM IN NEW YORK CITY, BUT NO REPRESENTATIVE, WANTS A SALESMAN, NOT OVER THIRTY YEARS OLD, TO TAKE CHARGE. MUST BE ACQUAINTED WITH LIGHTING GLASS, ALSO CROCKERY AND GLASS TRADE. GIVE AGE, EXPERIENCE AND SALARY WANTED. ADDRESS A118, THIS OFFICE.

**WANTED**—Glass factory architect and engineer wanted to design and superintend the erection of a factory for manufacturing glassware for illuminating purposes. State age, experience, references, and under what rates and terms the work would be undertaken. Address NEW FACTORY, this office.

### SITUATIONS WANTED.

**OPEN FOR ENGAGEMENT.**—Advertiser, who has thorough knowledge of pottery, and resident in Stoke-on-Trent, is open to represent, in the Staffordshire Potteries, an American or Canadian firm of crockery importers. Splendid references. Apply "CERAMIC," this office.

### FOR SALE.

**ESTABLISHED MORE THAN FORTY YEARS.** Entire stock of china, cut glass, silverware, lamps, crockery, glassware and housefurnishing goods; also fixtures, lease, etc. Must be sold on account of death of owner, A. B. Stockholm. The stock is complete and new, and the store has always enjoyed a large and elite patronage. This store handles the best line of goods, caters to the best trade, and has the best location in the city of Poughkeepsie, New York. Here is an unusual opportunity to step into an established and going business of the highest reputation. Write at once to HOWARD A. SOMERS, Administrator, 52 Broadway, New York.

**RETAIL** and wholesale stock of china, glass and queensware. Established business of fifty years in Logansport, Ind. Will close out at great sacrifice if taken at once. Address JOHN ALBER, Logansport, Ind.

**A REAL OPPORTUNITY.**—A flint and feldspar grinding and pulverizing plant with the most modern and up-to-date equipment, with a capacity of twenty tons per day, and located in the East Liverpool potting district. This plant was completed in 1914 and has been operated but very little, owing to lack of capital. It was constructed by practical men and is an innovation in the manufacture of pulverized flint and feldspar. This plant can be bought for \$25,000, and if properly operated will show a profit of at least fifty per cent on the investment. The demand for flint and feldspar is such that the plant can be run at full capacity. Any person who is interested in this proposition can obtain full particulars and an inspection of the plant by addressing "FELDSPAR," No. 762 Dresden Avenue, East Liverpool, Ohio.

**SIX-KILN** pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

## WANTED

### LIGHTING GLASSWARE

line to sell in Greater New York on a commission basis. Have twelve years' selling experience and intimate acquaintance in lighting trade of this territory. Two years with Holophane Glass Co., New York; eight years with Phoenix Glass Co., New York. Excellent knowledge of trade conditions and best of references. Showroom well located. Active daily touch with buyers.

**HARRY PICKHARDT,**

Sales Representative for  
Lighting Material,

98 Park Place, New York.

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officers and long-term employees with as much pride as a British soldier wears a Victoria Cross.

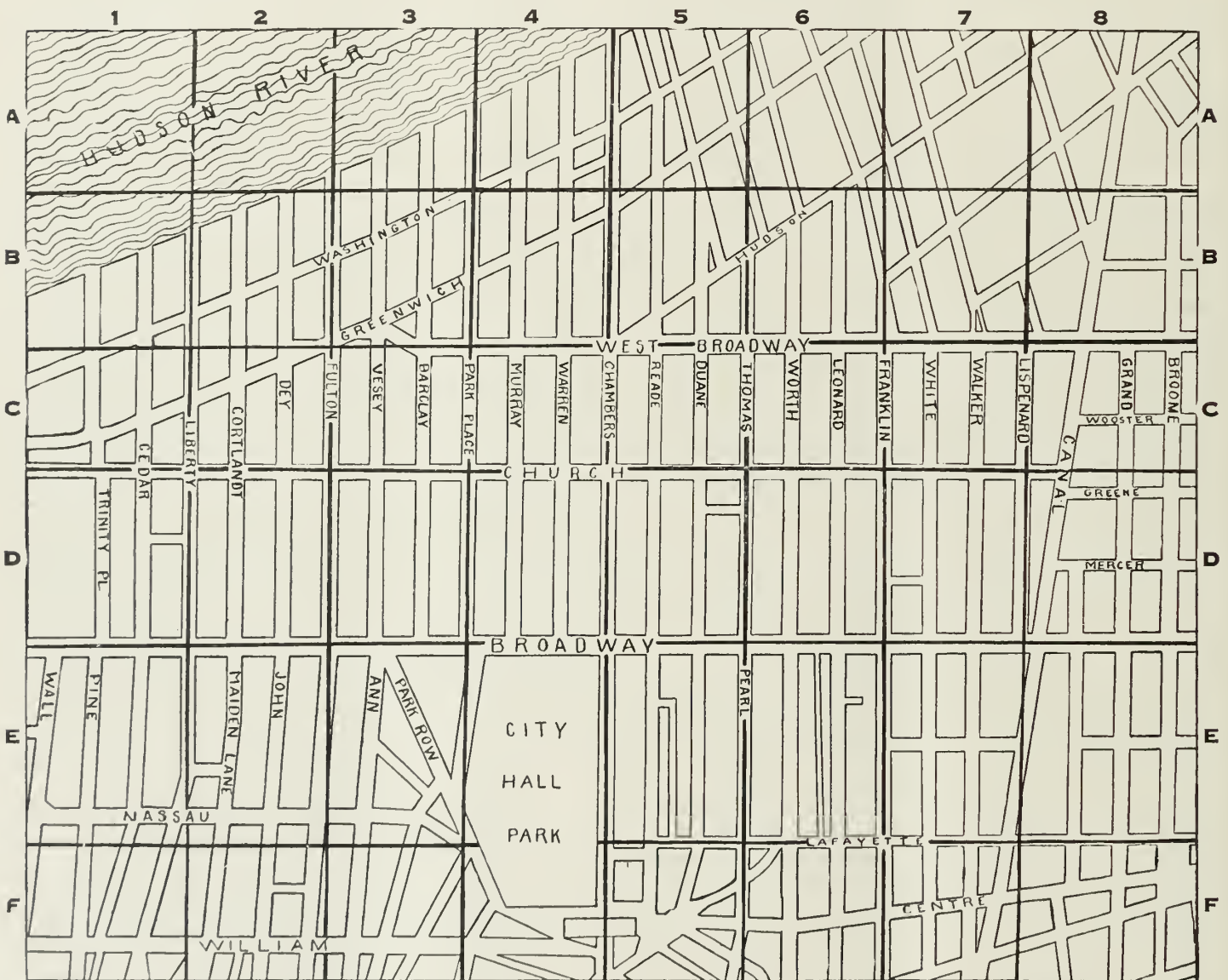
"The besetting sin in America is extravagance," Mr. Rosenwald declared in explaining the introduction of profit sharing. "Our plan will bring home to our people the value of saving part of their earnings. It will encourage them and assist them to accumulate something, and will have a beneficial influence on their characters by stimulating them to deprive themselves, if necessary, of some things they can get along without. If they want to withdraw their savings after a number

of years, they can do so without waiting until they are gray-haired. After five years' service a girl who leaves to be married can withdraw her savings and also her share of the company's contributions. Men are entitled to withdraw their share of profits after ten years' service."

But there is another Julius Rosenwald than the thaumaturgist of Sears, Roebuck & Co.—Julius Rosenwald the citizen, the philanthropist. The list of civic and philanthropic organizations in which he is interested is long. He has given half of his adult life and much money to these societies.

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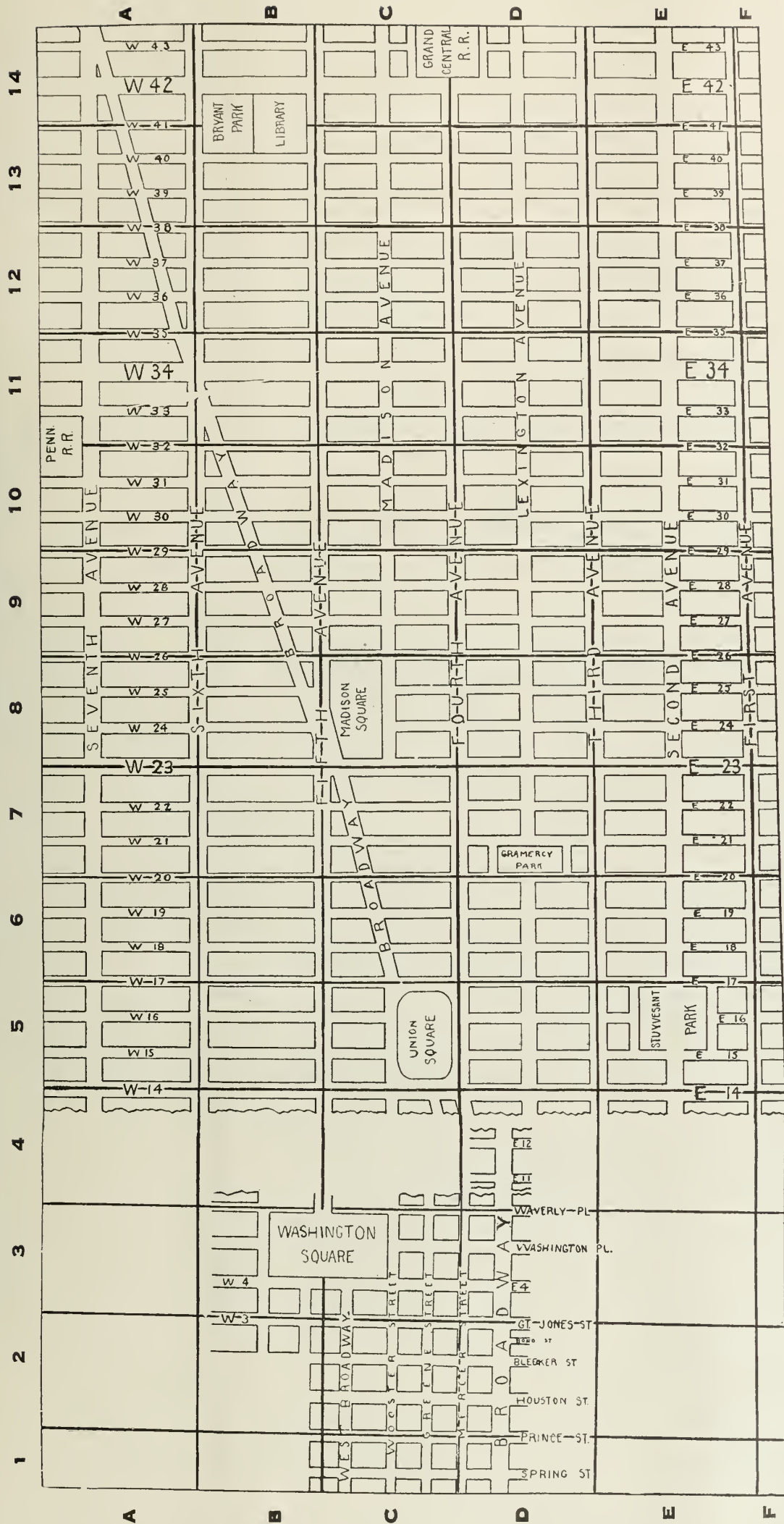
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Bernardaud, L., & Co., 46 Murray St....	C 4	Hines, J. J., 25 West Broadway.....	B 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Cambridge Glass Co., 52 W. B'way.....	B 4	Kupper, Herman C., 52 Murray St.....	C 4	Tarentum Glass Co. 25 W. B'way.....	C 3
Davison, John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tharaud, Justin, 25 W. B'way.....	3
Dorflinger, C., & Sons, 36 Murray St....	C 4	Miller, Edward, & Co., 68-70 Park Place..	C 3	Vogt & Dose, 65 Barclay St.....	C 3
Duncan & Miller Glass Co., 92 W. B'way.	B 4	Potomac Glass Co. 66 W. B'way.....	B 4	Williamsburgh Flint Glass Co., 96 Park Pl.	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4				
Fosteria Glass Co., 66 W. B'way.....	B 4				
Friedlaender, Oscar C., 40 Murray St....	C 4				



Locations of Firms in the Uptown District.



- Bing, F., & Co.'s Successors, 67 Irving Pl. . . . . D-6  
Bloch, L. D., & Co., 153 Fifth ave. . . . . C-7  
Boote, E., 35 W 23d. . . . . B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. . . . . B-8  
Bryce Brothers Co., 240 Fifth ave. . . . . B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way . . . . . B-9  
Bergen, J. D., & Co., 239 Fifth ave. . . . . C-9  
Brech, Albert J., 31 Union Square. . . . . C-5  
Colonial Co., 145 W 18th. . . . . A-6  
Cor & Lafferty, 1140-1146 Broadway. . . . . B-9  
Deia Croix, C. J., 19 Madison ave. . . . . C-8  
Dohmann Commercial Co., 85 Fifth ave. . . . . C-6  
Fry, H. C., Glass Co., 200 Fifth ave. . . . . B-8  
Fondeville & Van Iderstine, 85 Fifth ave. . . . . C-5  
Gillinder & Sons, 19 Madison ave. . . . . C-8  
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Gredelue, A., 129-131 Fifth ave. . . . . B-7  
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Haviland & Co., 11 E 36th. . . . . C-12  
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Koscherak Bros., 129-131 Fifth Ave. . . . . C-6  
Lancaster Glass Co., 200 Fifth ave. . . . . D-8  
Manhattan Brass Co., 332 E 28th. . . . . F-9  
Mogi, Momonoi & Co., 105 E 16th. . . . . D-5  
Morimura Bros., 53-57 W 23d. . . . . B-8  
Mailbrunn Co., 40-42 East 17th. . . . . C-6  
Noe, Wm. R., & Sons, 53-55 W 21st. . . . . B-7  
Pairpoint Corporation, 43-47 W 23d. . . . . B-8  
Phoenix Glass Co., 230 Fifth ave. . . . . B-9  
Plume & Atwood Mfg. Co., 30 E 42d. . . . . C-14  
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. . . . . B-8  
Roseville Pottery, 621 Fifth ave. . . . . C-5  
Straub, Paul A., & Co., 105-107 Fifth ave. . . . . C-5  
Tajimi Co., 597 Broadway. . . . . D-2  
Torloting, E., 35 W 23d. . . . . B-8  
Takito, Ogawa & Co., 101 Fifth Ave. . . . . C-6  
United States Glass Co., 24th St. & B'way. . . . . B-8  
Venon, J. H., Inc., 104 Fifth ave. . . . . B-5  
Van Gieckland Co., Inc., 110 W 40th. . . . . A-13  
Wedgwood, K. L., 133 Fifth ave. . . . . C-6

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His favorite is the Associated Jewish Charities of Chicago, of which he has been president for many years. Mr. Rosenwald takes great pride in the fact that the cost of collecting and disbursing the funds of this organization—\$600,000 last year—is only one per cent of the amount disbursed.

In civics Mr. Rosenwald is doing invaluable work for his home city as chairman of the Chicago Bureau of Public Efficiency, promoting efficiency and economy in the administration of local government.

Mr. Rosenwald celebrated his fiftieth birthday on August 12, 1912, by making gifts totaling \$700,000 to various worthy organizations, including \$250,000 to the

University of Chicago, \$250,000 for a Jewish charity building on the West Side of Chicago, \$50,000 for a Workers' Country Club near Chicago, and \$25,000 to Tuskegee Institute offshoots, including rural schools for negro children. In 1911 he offered to contribute \$25,000 for a colored Y. M. C. A. building to every community in the United States which within five years would raise by popular subscription an additional sum of \$75,000. More than a dozen cities qualified.

Within the last two or three years he has assisted in building about 200 schools in colored rural communities, principally in very poor districts of the South. The late Booker T. Washington found in Mr. Rosen-

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

*Continued from page 28.*

wald (a trustee of Tuskegee Institute) one of his staunchest supporters. Mr. Rosenwald more than once hired special trains and took large parties to see Tuskegee.

President Wilson recently appointed Mr. Rosenwald to the Advisory Commission of the new Council of National Defense.

Of course, we talked about the European war. During this conversation Mr. Rosenwald suggested a plan that ought to "start something" in the United States.

"I believe," he said, "a fund of \$100,000,000 should be subscribed now, to be available as soon as the war ends, as America's contribution toward the cost of rehabilitating all the countries ravaged by the conflict; a fund not for the care of dependents, but to be applied for construction where required."

I asked Mr. Rosenwald with which of the warring nations his sympathies lay.

"With all who are suffering," he replied.

But he did not tell me, what I learned elsewhere, that his contributions to war sufferers have averaged considerably more than \$10,000 a month for the last two years.

A beautiful incident occurred while I was in Mr. Rosenwald's office. The telephone rang, and his face broke into smiles. Turning to me, he said excitedly: "That was my mother. She is coming to see me. She hasn't been here in four years." From this on he kept glancing out of the window, and the moment she appeared he rushed to meet her. After that he ceased to act as president of Sears, Roebuck & Co. He became just "Julius," and all business, so far as he was concerned, was off.

"Every morning in his life," one of his associates confided to me, "Mr. Rosenwald visits his mother before coming to work. And when he returns from out-of-town trips, no matter how we may be clamoring for him at the office, he first visits his mother, who is in her eighty fourth year and active in mind and body. Mr. Rosenwald once remarked to me, 'I regard as a fresh gift from God every day He spares her to me.'"

THE merchant who thinks he is saving money by not subscribing for the trade paper is really helping his competitor, because he is handicapping himself.



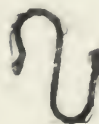
TWENTY-SEVEN YEARS' EXPERIENCE IN THIS LINE.

Brass and  
Rubber-Covered

Easels, Plate and Plaque Hangers, Etc.

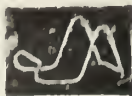


Large assortment of styles and sizes for displaying cut glass, plates, cups and saucers, etc. Prompt deliveries.



MAX KAUFMAN,

106 Broadway, Brooklyn, N. Y.



## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	"
The ALCAZAR,	Doulton & Co.
The ST. LAZARE SPRAY,	Wm. Adams & Co.
The OPORTO,	Haviland & Co. China
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China.
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	"
The LOUVRE,	Gustav Vogt
The HANOI,	Theodore Haviland & Co
The BELFORT,	"
The ARENIDA,	"
The BLUE CHINESE,	L'Union Ceramique
The SOFIA China,	J Wedgwood & Sons
The BRINDISI,	"
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	Ginori Italian China.
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Sons

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 8, 1917.

## THE CONDITION OF BUSINESS.

### New York

Scarcely any change is noticeable in the condition of business. While many buyers have taken their departure there is

still a goodly number in town, who are buying as freely as those who have gone. The import season is not over yet, as there are many buyers yet to come. But the height of the season has passed. While buying has been brisk the volume of orders placed will not be as large as it was last year; not because buyers do not want goods, but because with orders still unfilled there was no necessity for doubling up. Seekers for bargains, and they are numerous, find but little to satisfy their demands. There have been a few odd lots disposed of—discontinued patterns, close outs, and odds and ends—but the total would not amount to one good big order. To show how quickly anything looking like a bargain is seized we will mention one case. An importing firm offered a miscellaneous lot at about \$200. It consisted of mixed pieces, probably not over half-a-dozen pieces of any one pattern being in the lot. It was sold in less than an hour after it was put on the counter, and several other buyers hearing of it expressed themselves as being willing to pay a considerably larger price than what was paid.

While there were very many buyers in the market last week and the first part of this week they were not much in evidence in the warerooms. New York has been passing through the worst spell of weather it has had this winter, and the buyers who have been very busy were not loath to lessen their speed in making purchases. Last Monday was about as bad a day as one could wish his worst enemy.

The domestic business is still booming. Orders arrive in excess of shipments, both in crockery and glass. The factories are clogged with packed goods awaiting shipment, and in one case, a glass factory had to close down entirely because there was no room to store more ware.

As everybody knows, the railroads cannot handle what is offered them, and until milder weather comes there does not seem to be any relief in sight.

The retail trade in and around New York is good, but bad weather halted buying to some extent. The stores conducting special sales state that business is all that they could reasonably expect.

What is true of New York seems to be true of the rest of the country; and sales are only limited by the ability to obtain supplies. While it is known that there is an unusual shortage of ware the stores do not show the evidence of it, because they are carrying broken stocks. A man may have a dozen or twenty open-stock dinnerware patterns on his list and not have a complete dinner set in the lot. Still, the quantity of ware on hand looks large; but it is perfectly dead and is only occupying space and eating itself up with interest charges, so, while the shops may be full the stock is unsalable.

The prospects are very uncertain. Whether the German embargo on shipping is to have a material effect will be known later. So far, one ship carrying a large quantity of china has been sunk. It is the first blow to the trade in New York. It will be a great dis-

appointment to many buyers who have been patiently awaiting the arrival of this French china.

With milder weather the domestic factories will be able to produce more. They have learned a lesson and next winter they will not be dependent on gas for fuel, as nearly all the factories are preparing to go back to coal.

**Pittsburgh and Vicinity** While the glass market is active, shipments are slow on account of the railroad situation. The continued advances being reported in the raw material market is causing no slight concern among the glass manufacturers. A shortage of help is reported in some branches of the trade, and this is limiting production. Prices are remaining firm, but the tendency is toward higher levels, from all present indications. Manufacturers are not accepting business for glass for shipment after June 1. What the summer wage conference with glass workers will develop none venture an expression. The demand is for all lines of glassware. Novelties are in heavy request.

**East Liverpool and Vicinity** While there is no lack of orders with the pottery manufacturers of this district, there is still no end of trouble in the production of merchandise. Another shortage of gas was experienced the latter part of last week. The embargo on shipping is still a hindrance that is not likely to be overcome very soon. Indications that present selling prices will advance ere long appear on the surface.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

In addition to those noted under the head of "Personal," the following buyers were reported this week:

H von Hagen, c, g, Sears, Roebuck & Co, Chicago. 115 Fifth ave.

L C Soule, t, D H Holmes Co, New Orleans. 15 East 26th.

F P Ford, t, Scruggs, Vandevoort & Barney D G Co, St Louis. 23 East 26th.

C W Benson, t, W Hengerer & Co, Buffalo. 18 West 35th.

F W Himsel, t, Emery-Bird-Thayer D G Co, Kansas City. 25 Madison ave.

D L McCarthy, hf, Stewart D G Co, Louisville. 31 Union sq.

E Bishopric, hf, t, The Emporium, San Francisco. 470 Fourth ave.

L Byerly, hf, J D O'Neill Co, McKeesport, Pa. Breslin.

C M Igel, hf, Igel & Rothstein, Pittsburgh. Breslin.

G Bagnetto, t, hf, Dwyer Bros, New Orleans. Long-acre.

A Ellis, t, hf, Alms, Bigelow & Washburn, Salem, Mass. 230 Fifth ave.

E A Ernst, e, g, H & S Pogue Co, Cincinnati. Elk's Club.

R A Arcus, c, g, Marshall Field & Co, Chicago. 104 Worth.

E Munro, hf, c, g, Lion D G Co, Toledo. 23 East 26th.

W Paton, t, Boston Store, Chicago. 44 East 23d.

H A Koll, hf, A Hamberger & Sons, Los Angeles. 215 Fourth ave.

C W Schwartz, t, and W A Mahaffrey, hf, t, Boggs & Buhl, Pittsburgh. 1140 B'way.

F M Taylor, t, c, Maison Blanche Co, New Orleans. 116 West 32d.

A Greve, The Fair, Chicago. 225 Fourth ave.

J Carson, c, Carson Crockery Co, Denver.

W C Walker, hf, Hudson Bay Store, Calgary, Can.

F J Flack, hf, Mabley & Carew, Cincinnati.

H B Gitner, hf, Foster, Ross & Co, Auburn, N Y. 1170 B'way.

E F Klemer, t, Bessers, Buffalo. Imperial.

Miss P Louis, t, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

W Mulcahy, hf, Chandler & Co, Boston. 230 Fifth ave.

J H Ling, c, g, and Mr Delaney, t, Mandel Bros, Chicago. 15 East 22d.

J Weisberg, hf, J York Co, Pittsburgh. New Strand.

G E Bacon, hf, F E Bacon Co, Rome, N Y. 334 Fourth ave.

R E Moody, hf, Otis-Hidden Co, Louisville. Breslin.

H A Moran, c, g, hf, Gately & Hurley Co, Camden. Grand.

E V Powers, hf, Great Dept Store, Lewiston, Me. 1239 B'way.

A A Breton, c, hf, Shartenberg & Robinson Co, New Haven. 404 Fourth ave.

A J Hammond, hf, Hammond & Cooke, Monticello, N Y. St Dennis.

W B Elms, hf, t, Broadway Dept Store, Los Angeles. 95 Madison ave.

S T Lee, c, g, hf, New Bedford, Mass. Broadway Central.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments weekend'g Feb. 20, '17	Correspond- ing period 1916	Exports Jan. 1st to Feb. 20, '17	Correspond- ing period 1916
Boston . . . .	176	38	483	563
New York . . .	170	134	1897	1322
Baltimore . . .	195	135	418	691
Philadelphia . .	3	61	98	128
New Orleans . .	11	....	12	25
Newport News .	....	....	....	....
San Francisco .	4	24	141	178
Portland, Me . .	10	....	314	43
Galveston . . . .	....	....	....	....
Portland, Ore . .	20	....	20	16
Inland Points . .	....	....	29	74
Total . .	589	392	3412	3040





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
Tips to Dealers Looking for Ready  
Sellers.



### JUST RECEIVED FROM JAPAN.

Louis Wolf & Co. this week received from Japan some new dolls with celluloid masks, stuffed bodies, and knitted and stuffed dresses, together with many new stuffed animals, including some that squeak. Among the latter is a giraffe the sale of which they have exclusive control. When squeezed it not only squeaks but the long neck bends. It is sure to make a hit with the children.

### COLORS GLASSWARE.

It would require many adjectives to properly describe the beauty of the new lines recently brought out by C. Dorflinger & Sons. One very artistic conception is the series of color creations known as "Coral Rose," "Coral Green," "Coral Amber" and "Coral Lilac," to be had in plates, trays, compotes, bonbon dishes, bud vases, finger bowls, etc. Another interesting display includes plates, nappies, etc., in rich plain crystal with cut star bottom and edged with royal blue, ruby, amber or green, making a very pretty combination. A line that may be considered a distinct innovation for the American glassware industry is the "Florentine" stemware, tumblers, etc. Besides these, many new items have been added to the "Venetian" assortment.

### DISTINCTIVE DECORATIONS.

E. Torlotting, representative in the United States and Canada for Plateelbakkerij, "Zuid-Holland," Gouda, Holland, manufacturers of the famous "Gouda" ware, which has enjoyed in Europe for centuries the reputation of being one of the most unique lines of the character ever produced—is making an extensive exhibit of this line at his salesroom. A wide range of designs is displayed with many novelties that sell on sight.

### NOVELTIES IN GLASS.

The Pairpoint Corporation are showing novelties in glass at their New York showroom that are different from anything in the market. The distinctive feature is a plain band in color on the edge of the cut and engraved ornamental pieces, and in some cases, where it can be employed properly, as, for instance on a candlestick, there is a bit of color on the stem. The colors

are translucent blue, amethyst and chrysopase (amber). The cuttings are mostly in period designs. Vases, bowls for both fruits and flowers, confection jars, covered bowls for a variety of uses, and many other items are on the list.

### A UNIQUE DESK SET.

The Pittsburgh Lamp, Brass and Glass Co., not satisfied with making one of the largest lines of lamps and illuminating glassware on the market, are extending their business to include a line of desk sets and metal novelties, the first samples of which were displayed by manager Charles Kraft last week. One of the elaborate designs in a desk set has a bathing girl as the predominating feature. These desk sets are variously finished in brown bronze, antique verde, brushed brass and ebony.

### MORE ANIMAL SPECIALTIES.

The Lancaster Glass Co. have sent their New York representative, Frederick Skelton, a further addition to their assortment of animal specialties. This time it is a cockatoo which is well molded and prettily decorated in vivid green and red colors, making an odd and effective ornament.

### AN ATTRACTIVE LINE.

"Libbey" glass is too well-known among those who are versed at all in glassware to require that its merits be further extolled, but it is always a matter of the greatest interest when the concern brings out something new, and for that reason the line is attracting special attention just now at the showroom of the McKenna Bros. Sales Corporation, 1271 Broadway, representatives of the concern here. A large room is given over to the exclusive showing of the factory's cut and engraved ware, a part of which represents the 1917 productions of the company, which, as usual, are notable for their striking individuality in design and shape. There is the "Delphos," a characteristic Libbey pattern that thoroughly upholds the concern's reputation for distinctiveness. It consists of a combination of fine diamond and broad flute cutting that is the acme of good taste. It is shown in a variety of styles in bowls, plates, and other items. Then there is the "Orient"

design, combining a cut and engraved conception that is one of the best things of this character seen in a long time. There is also an all engraved pattern, showing a large flower cluster set in a fine lined band, shown in a full assortment of articles. Then there is an array of separate items that are the last word in originality, each being unique in shape, with designs exactly suited to its individual style.

#### A CREATION.

So rarely can it be chronicled that there is really something new in decorated china that it is a real pleasure to notice anything that is a departure from the conventional. This week Kennard L. Wedgwood displayed for the first time a decoration that is a new creation. It is a landscape with water in the foreground in a sketchy design showing fauns and fairies in the shrubbery. The drawing is charming, and the colorings exquisite, the blues and greens harmonizing and embellished by gold tracing. It is on china with a lustre finish. The articles shown are salad bowls, vases, trays and other small fancy pieces. He has also received two new eleven-inch embossed Queensware plates and an open work twig basket as well as some new service plates in raised paste gold decorations in panels.

#### INTAGLIO CUT GLASS.

A new idea in cut glass on a colonial blank is shown by Geo. Borgfeldt & Co. A fluted bowl having a deep intaglio cutting which brings out a floral design is a particularly impressive pattern. The line is a long one and comprises bowls, vases, baskets, luncheon trays, and in fact, nearly everything that is usually in a line of this kind. The glass is very clear and white, and the workmanship of the best.

#### AN UNUSUAL LAMP.

One of an array of attractions to be seen at the salesroom of The Tajimi Co. is shown in the lamp illustrated in the concern's advertisement in this week's issue. Its unusual beauty makes it an attractive proposition wherever stocked. The rich corn yellow "Awaji" ware, mounted on a carved wooden base and fitted with a silk lined bamboo shade to match, or a metal and silk shade, makes a harmonious combination that generally proves irresistible to the prospective purchaser. Prompt deliveries are made from stock.

#### GONE TO THE BOTTOM OF THE SEA.

CABLES from France last Friday brought the news that the Cacique, of the French line, had been sunk. She had much china aboard and many dealers will be disappointed in not receiving ware. The china was shipped from Limoges to Bordeaux during the last week in January. The steamer was scheduled to sail on February 15, but was detained until the 25th. Almost every importer had invoices showing shipments.

The losses so far as now known were: H. C. Kupper, 53; L. Bernardaud & Co., 23; Justin Tharaud, 29; Alfred G. Mament, 47; Haviland & Co., 15; J. J. Hines, 27; Vogt & Dose, 21; and Theodore Haviland & Co., 56 packages.

#### AT CHICAGO.

THE Chicago crockery and glass market was well patronized from the outside this week. The number of buyers from middle Western and Western cities in the market was greater than usual. The orders placed are of fair volume. Word from the factories is constantly reaching the representatives here to the effect that the fuel and traffic problems are preventing them from realizing their greatest possibilities in the way of shipments. The fair weather has brought out, during the past week, a good trade for the department stores, the movement of dinnerware being especially strong at this time.

\* \*

O. C. Helm, of the Ira A. Jones Co., has returned from his trip.

\* \*

Harry Buckley, manager of the Chicago Cut Glass Co., has returned from an Eastern trip.

\* \*

E. E. Ault, with Earl W. Newton representative of the Imperial Glass Co. and the Economy Tumbler Co., has returned from his trip.

\* \*

H. L. Kelly, of Kelly & Reasner, was at the factories last week.

\* \*

Glass manufacturers who use bill boards for advertising should note that under a recent court decision all bill boards here, to the presence of which a majority of property owners in the vicinity object, must come down.

\* \*

J. C. Bruns, who for twenty years was a manufacturer of household specialties here, died last week, at the age of fifty-four after a long illness.

\* \*

The Roodhouse Pottery Co., of Roodhouse, Ill., has changed its name to the Illinois China Co.

\* \*

F. B. Tinker arrived home early this week.

\* \*

W. D. Darden & Co. have just received from the Glass Novelty Co. a number of new samples of glass bottom trays which are very original and artistic in design.

\* \*

Ernest Wolf, formerly an import china man, and more recently a representative of decorated glassware lines, will move within the next few weeks from his present address to the Atlas Block, where he will share quarters with Lewis Simpson. Mr. Wolf has recently



received letters from friends in Germany and Austria informing him that the dinnerware factories are working just about enough to supply home demand. During the past year an increasing number of the factories have been commandeered by the government for war purposes.

\* \*

Oscar Johnson, of the Johnson-Carlson Cut Glass Co., visited the factories of his firm at Morris, Ill. and Warsaw, Ind., last week.

\* \*

Chicago business interests, including the heads of all the State street department stores, met last week to lay plans for securing the passage of the anti-loan shark bill now before the state legislature.

\* \*

Among buyers here the past week were: Leo Arnstein, with Ed. Schuster & Son, Milwaukee; A. G. Allgrin, with O. T. Johnson Co., Galesburg, Ill.; J. W. Dalrymple, with Fostoria Glass Co.; E. Pastheim, Los Angeles, Cal.; H. S. Potter, with Tarentum Glass Co.; Thomas Crock, with Macbeth-Evans Co., and B. F. Hirsch, of Hirsch-Malgood Co., New York.

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### BRANCHING OUT.

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ABOUT three years ago D. Wolff was clerking for a hotel supply house. With plenty of nerve and a little money he determined to venture into business on his own account. He started at 217 Fulton street with a small store and basement. Having plenty of friends and sixteen years' experience he prospered from the start, and now announces that he has taken a five-story building at 192 West street where in addition to his glass and hotel supply lines, he will add crockery. When asked why he chose his location downtown, which seems a little remote from the hotel district, he said that the proximity to the transportation lines was worth thousands of dollars a year and is worth more to him than an expensive store uptown. Mr. Wolff has many friends in the trade and they will be glad to hear of his success.

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### STEWART TO ENLARGE HIS BUSINESS.

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SUCCESS continues to crown James M. Stewart's efforts in the retail cut glass business at 66 West Broadway to such an extent that he has decided to add another floor to his establishment, having leased the room recently vacated by A. P. Doctor, which is located directly over the store he now occupies, and which will be connected by a stairway from the ground floor. This addition will give Mr. Stewart just double the space he now has and will enable him to make a more extensive display than ever before.

### OBITUARY.

---

ANOTHER of the old guard, Gustav Otto, has passed away. He died at his residence in Hoboken Monday, aged seventy-one. He had been in ill health for four or five years, and at one time last summer he was so ill that it was thought he would not recover. But he rallied and was able to pay an occasional visit to New York, and was in the city about three weeks ago. Last week he had a stroke of paralysis which terminated fatally. Mr. Otto was born in Stuttgart, Germany. He came to America in 1868, finding employment with



GUSTAV OTTO.

John Vogt in Philadelphia. In 1869 he came to New York with Chas. Vogt. In January, 1889, he became associated with Bawo & Dotter, remaining with them until January, 1914, when he retired because of ill health.

Mr. Otto was one of the best informed men on pottery in the trade. He had a wonderful memory about goods and manufacturers, and was regarded as an expert. He was highly respected and, though rather taciturn and retiring in manner, made firm friends.

He leaves a widow, a son and two daughters. The funeral services were held Wednesday night. A large delegation of the old employees of Bawo & Dotter and many of the members of the trade attended the services.

Among those present were Henry Witte, Paul Fueslein, Albert Brech, Louis Koester, W. A. Mangler, Max Goecke, Louis Koch, S. Stoldt, W. H. Schreiber, M. Bodevin, J. Anderson, Henry Saul, G. E. Meissner, Fred. C. Herr, Geo. A. Fehn, Geo. H. Schuetz, Chas. Weight.

---

James Robert Brown, formerly a retail dealer in crockery and glass in Baltimore, Md., died last week, aged eighty-six.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

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TEL. 5092 BARCLAY.

MECHANICAL DEPT:  
TEL. 5086 BARCLAY.

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Canada.....	3.00
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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 8, 1917

THE department stores still advertise dinner sets at "reduced prices," and an investigation shows that they really are selling at figures not much above ante war rates. The explanation is that the goods were bought months ago and that at present prices they are making their regular profit and at the same time are maintaining their reputation for selling cheaply. Altruism in a high degree! It may be added that "matchings" are many notches higher than the rate for sets.

### THE PASSING OF ORNAMENTAL POTTERY.

DEALERS in pottery, both wholesale and retail, with a few exceptions, pay little heed to art goods. They have articles which they call art pottery; but one may search the warerooms from one end of the country to the other and find very few "museum pieces." In other words, art as applied to the crockery trade has become commercialized. Fine wares, although rich and meritorious as far as designing and coloring are concerned, are nothing but merchandise to be bought and sold. Ornamental pottery per se is almost a thing of the past in the commercial world.

People of taste and refinement, with money to gratify their desires, do not look to crockery or department stores for artistic pieces, but rather to the class of dealers who trade under the title of "Antiques and Art Goods" and who find a profitable business in selling their wares at exorbitant prices.

There are two reasons why this is so. First, the regular dealers are not connoisseurs themselves. They are not keen about handling real art goods, because they know little or nothing about art. Next, there is not a quick enough turnover. A dealer who puts a fairly good sized sum into a fine vase will not wait long enough to get a customer. Therein he differs from the art dealer. The latter will invest from \$1,000 to \$5,000 in a piece of pottery and carry it for months—possibly for years—before a purchaser comes along.

Possibly the time will come when dealers will again carry art pottery. Every little while the world comes back to things that have been discarded.

### PERSONAL.

AFTER a business career of more than forty-five years with one house, B. Gunthel, representing Val St. Lambert glassware, has retired on account of ill health. Mr. Gunthel was in the Brussels office for five years, and came to this country as the firm's agent in 1876. The business will be continued by his son, Alfred B. Gunthel, who will retain his working force. He contemplates adding some non-competing lines, and is open for negotiations in that direction.



As a preliminary step to the formation of a new Christian Science Church in Bath Beach, Brooklyn, Julius Hirsch, head of the Hirsch-Malgood Co., manufacturers of glass spoons, etc., had the honor of being elected First Reader to read the lesson sermon at the weekly meeting, and from all accounts he made an excellent impression at his first appearance last Thursday night.



Ben Brafman, of the Royal Art Glass Co., returned on Thursday after completing a highly successful two weeks' trip through Canada with the concern's lamp line.



Ernest D. Wetton opened up at the Hotel Adelphia, Philadelphia, on Monday for a few days' stay, it being the first stop on a Western trip which he is making in the interest of C. Dorflinger & Sons.



A J. Tourangeau, a visitor from Canada, who is always welcome, arrived in New York on Monday and registered at the Prince George. He will stay the week out, possibly a little longer.



Louis Cruveilhaer, with L. Bernardaud & Co., landed on Saturday after an uneventful trip from France. But for three days of stormy weather and the presence of much oil on the water for a day, there was nothing out of the usual. He is in splendid physical



condition, having gained much weight. He was silent on his experience in the trenches, but he was very happy to see his wife and family again. At one time he was not so sure he would have that pleasure.



E. Nick Muessig, East Liverpool representative of B. F. Drakenfeld & Co., arrived in town on Monday to attend a convention of chemical supply houses being held here this week.



A. G. Hallgren, china buyer for Albert Pick & Co., Chicago, arrived in town on Friday, went to Trenton on Monday, and will be in East Liverpool the last part of the week.



John Yaeger, secretary and treasurer of the Central Glass Works, while paying a visit to the concern's Philadelphia office last week, took occasion to come to New York to see A. P. Doctor, their representative here, who is in the Bay Ridge Sanitarium convalescing from an operation.



R. J. Rader, of the Cox & Lafferty sales staff, came home on Saturday with a full order book, after making the rounds of the Long Island towns last week. Mr. Rader said that the residents of that section had evidently absolutely tabooed potatoes, for they were conspicuous by their absence at all the places in his itinerary, rice being served as a substitute.



Frank Primrose, traveler for the McKenna Bros. Sales Corporation, arrived here last Saturday after touring the New England States with considerable success. He left on Tuesday for a trip through New York state and Pennsylvania.



W. R. Demorest, who has been in ill health for some months, but who had recovered sufficiently to attend the Salesmen's banquet, has suffered a relapse and is again confined to the house.



Lawrence Kinet, foreign traveler for the United States Glass Co., is spending this week with his parents at Rochester, Pa., after a conference at the home office in Pittsburgh.



John B. McDonald, secretary of Knowles, Taylor & Knowles Pottery Co., left for home on Friday.



W. D. Gilmore, formerly buyer for the Shepard-Norwell Co., Boston, is visiting his many friends in the trade this week. Mr. Gilmore has been resting for some time at his home in Lexington, Ky., and is now looking for another connection.



Donald M. Miller, who takes care of the Southern

trade for Maddock & Miller, will leave for a brief trip through his territory next Sunday. This will take him as far as New Orleans.



Edward Butler, road representative for Fondeville & Van Iderstine, returned home on Saturday with a fine bunch of orders, after making a trip lasting several weeks through New York State and New England.



Chas. F. Patton, of the Koscherak Bros.' sales staff, was feeling particularly good natured when he returned from a trip through the South and West last Friday, the result of which evidently came up to his greatest expectations.



Under the name of Manufacturers' Sales Co., J. E. Sullivan and J. Eggerman are opening offices at 366 Broadway, this city. They will carry a full line of bottles, fruit jars, packers' goods, glassware, crockery and stoneware.



Geo. R. Nixon, with L. Straus & Sons, left this week for a tour through New England. He expects to be gone four or five weeks.



H. R. Harr, buyer for H. P. Chandlee, Sons & Co., Baltimore, is in the city for the week. He registered at the Collingwood. Mr. Harr said there was nothing to say about business beyond the fact that trade was excellent.



Herman C. Kupper received a cable on Monday announcing the sad news that his father had died. The deceased had his home in Switzerland. His demise was totally unexpected as he was only sixty-six years old, and at last accounts was in good health. Mr. Kupper has the sympathies of the trade.



Miss Kelly, with MacDougall & Southwick Co., Seattle, is making her regular spring visit to New York. Miss Kelly is an expert in buying and is a delight to salesmen because she knows what she wants and makes quick decision. She is registered at the Seville.



Robert D. Miller, youngest son of John J. Miller, is being initiated into the mysteries of road salesmanship this week under the tutelage of his brother, J. Meredith Miller, whom he accompanied to Boston this week to assist in exploiting the Maddock & Miller lines at Young's Hotel. From Boston the latter will continue on a trip through New York State and the Middle West.



Chas. Hass, with S. & G. Gump, San Francisco, is still in New York, but hopes to sail for Europe on the Rochambeau, which is scheduled to sail Saturday. If

the steamer is delayed he will take the first vessel leaving for France.



Jas. P. Gordon, representing Jones, McDuffee & Stratton, Boston, who has been at the Imperial Hotel, this city, for a month, left for Boston Wednesday.



E. F. Anderson, of Geo. F. Bassett & Co., was a delegate to the inaugural ceremonies at Washington on Monday. He had a fine time, but once is enough.



G. H. Wood, with R. H. Stearns & Co., Boston, was buying in New York this week.



The telephone bell at the Kiefer Bros. Cut Glass Co.'s factory, Brooklyn, is working overtime these days with messages of congratulation pouring in from a wide circle of friends in the trade for Edw. J. Kiefer, president of the concern, who was quietly married on February 21 to Miss Irene Clara Stoll, office manager for Edmondson Warrin. Mr. and Mrs. Kiefer have returned from a honeymoon trip to Atlantic City, and are making their home in Brooklyn.

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## TWO PORTRAITS.

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EVERY industrial city in Ohio supports, or, rather, enjoys, the privilege of numbering among its citizens these characters: the Oldest Inhabitant, the Town Godfather, and the Village Hustler. It is so in Salem and Struthers and Leetonia and Alliance and Girard and Niles and Warren, says the Youngstown "Vindicator."

In Sebring they have the Town's Godfather in the person of "Ollie" Sebring, who is president of the bank chief stockholder in the potteries, real estate overlord and long-distance commuter—for he thinks nothing of going to Chicago on Monday, New York on Tuesday, and maybe Cincinnati on Wednesday and Detroit on Thursday.

Then they have the Village Hustler in Ray Y. Cliff. Cliff is a chap who goes around in his shirt sleeves and whom the pottery workers call by his first name. He invented the town's Chamber of Commerce, for there really is one (although it is sort of modest-like), and if anybody in Sebring wants anything done for the town they hurry over to Cliff's office, and lo! it is as good as done.

Cliff has been the chief directing genius of the French China Co., but he is now dividing his time between that institution and the Saxon plant, of which he has just been made general manager. After he has answered all the letters in the French plant, and bossed

the office force in the Saxon pottery, he usually runs out into the dusty clay bins to poke an inquisitive and appraising finger into the latest shipment from England or other source of supply.

The town has got to worry along without an Oldest Inhabitant—there is none. It isn't the kind of a town that would admit having an Oldest Inhabitant.

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## UNCONSTITUTIONAL.

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THE clause in the tariff law granting a 5 per cent discount in duties to imports brought in American ships or inferentially in ships of nations with which the United States has favored nation treaties, was annulled March 6 as unconstitutional by the Supreme Court. Through Justice Holmes the court held that the discount clause, designed to aid in upbuilding the American merchant marine, was inoperative altogether because it conflicted with existing treaties. It was held inapplicable both to American vessels and to those of the twenty-two foreign nations having favored nation treaties with the United States.

Pending decision of the case the regular duties were collected, until the Federal Treasury amassed between \$25,000,000 and \$30,000,000, which has been held ready to return to importers in case the court decided the clause invalid.

The discount clause provides "that discount of 5 per centum on all duties imposed by this act shall be allowed on such goods, wares, and merchandise as shall be imported in vessels admitted to registration under the laws of the United States, provided that nothing in this sub-section shall be construed as to abrogate or in any manner impair or affect the provisions of any treaty concluded between the United States and any foreign nation."

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## HE'D BEEN THERE.

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"HAVE you ever had any experience in handling high class ware?" asked a dealer in bric-a-brac of an applicant for work.

"No, sir," was the reply, "but I think I can do it."

"Suppose," said the dealer, "you accidentally broke a very valuable porcelain vase; what would you do?"

"I should put it carefully together," replied the man, "and set it where a wealthy customer would be sure to knock it over again."

"Consider yourself engaged," said the dealer. "Now, tell me where you learned that trick of the trade."

"A few years ago," answered the other, "I was one of the 'wealthy customer' class."



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

After spending a year covering South America in the interest of the United States Glass Co., Lawrence Kinet has returned to the home offices. "American glassware is in good demand in the South American countries, and the only thing that is holding back a larger export business to those districts is the inability to secure prompt shipping," said Mr. Kinet. "It is noticeable that the South American buyers seek the better lines of ware, but popular lines are also wanted. The stores are modern and up-to-date. Salesmen can work only from nine until eleven o'clock in the morning and from three to five o'clock in the afternoon. The heat makes it almost impossible to work other hours."

Manufacturers of glass lamps have greatly decreased their production of these lines, or else stopped making them altogether. This information was advanced by one of the largest manufacturers of hand lamps in the country. Inability to secure brass trimmings, such as collars and the like, has created this condition. Prices on brass trimmings have all been withdrawn, sales being based only upon prices prevailing at the time of shipment.

Among buyers visiting the glass market is H. A. Koll, representing A. Hamburger & Sons, Inc., Los Angeles, Cal.

Arthur J. Bennett, of the Cambridge Glass Co., was a business visitor in Cleveland, O., a few days ago.

Railroad managers, working the situation out themselves, have agreed to a stiff fine being assessed for the mis-routing of cars. This is done with a view of relieving the present congestion. Not unless actual ocean space is shown to have been reserved will export shipments be accepted.

Edward A. Crawford, for many years associated with the sales and decorating department of the Smith-Phillips China Co., East Liverpool, O., but now with

Kinney & Levan, of Cleveland, will travel New York State with the glass and pottery lines of this house east of Buffalo. Mr. Crawford has been in Michigan working the territory covered by W. M. Burgess, while he was on the Mexican border as a member of the thirty-second Michigan Infantry. Mr. Burgess started on his old territory this week.

Maj. William H. Davis, chairman of the house committee of the Pittsburgh Chamber of Commerce, has stated that he has received more than twenty designs in the competition for the monogram to be used on the china and glassware in the dining room of the new chamber building. The purse of \$25 offered for the prize-winning design was made up from contributions of the directors of the chamber and will be awarded to the person whose drawing is chosen for the official monogram.

The Child's Restaurant Co., operating a string of restaurants, and one of the largest buyers of hotel china and glass in the country, has increased its quarterly dividend of 1 per cent on its common stock to 1½ per cent. The usual quarterly dividend on the preferred stock of 1¾ percent has also been declared.

The United States Glass Co. is showing an assortment of specialties made in black glass with a gold decoration.

Steady advances in the raw material market, especially with reference to chemicals, during the last fortnight has attracted the attention of glass manufacturers.

Walter Lazure, A. R. Lazure and Harry Lazure, with the United States Glass Co., were summoned to their home in Bellaire, O., because of the death of their mother.

Glass manufacturers are taking an active interest in the campaign to make Ohio "dry" at the coming fall election. C. H. Rodefer, of the Rodefer Glass Co., of Bellaire, O., is at the head of the "dry" organization in Belmont County, O., the selection being made

at a meeting of those interested in this cause a few days ago.

An active inquiry is developing for lighting glassware, which is due to the approach of the spring season. Lighting fixture contractors are busy bidding on contracts, and they have been securing prices on all lines of lighting glass.

George W. Kinney, head of the Kinney & Levan Co., of Cleveland, O., has returned home after an extensive trip through the South.

The Pennsylvania Glass Mfg. Co. is having an active demand for its one-piece all-glass electric portables.

Glass manufacturers are having trouble in securing sufficient sand. Many of the sand loading points are on the Baltimore and Ohio Railroad, and because of the ruling that cars be kept on home lines, the manufacturers are laboring under a handicap. Traffic managers believe, however, that unless the trend of National events becomes more serious, the transportation situation will be relieved within another month.

It is reported that the Star Glass Co.'s, plant at Star City, near Morgantown, W. Va., had to close because they could not move stock. The suspension, however, is only temporary. When the car shortage situation is relieved, then work will be resumed.

It is currently reported that many buyers, looking for specials for early spring sales, are showing a willingness to order almost any "odds and ends" that may be in the factory warehouses. As a result, manufacturers have an opportunity to clean up a lot of ware now on hand.

The Hazell-Atlas Glass Co. have decided to double the size of the Grafton, W. Va., plant and work to that end will be started at once.

Following the formation of a temporary organization as yet unnamed, Central West Virginia manufacturers and board of trade officials who gathered at Clarksburg to discuss a natural gas conservation campaign, announced that no further action would be taken for the present. M. M. Pearlman, a Clarksburg manufacturer, was designated as temporary president and G. W. Duddegar, secretary of the Clarksburg board of trade, as temporary secretary.

The Washington, Pa., employees of the Hazell-Atlas Glass Co., will stage a minstrel show at the Globe theatre, March 24 and 26. This will be the second annual production. The show this year is entitled, "The Nation's Nightmare." A large number of the employees will take part.

## DIRECTORS HOLD IMPORTANT MEETING.

ALTHOUGH the Booster's Campaign was ended several months ago substantial evidence that the boosters are still busy was seen at the meeting of the Board of Directors of the Salesmen Association held last Friday, when the following six men were admitted as members: Abraham L. Wagner, of the A. L. Wagner Mfg. Co., Harry Lehman, of Lehman Bros., Geo. C. Kindt, with Geo. Borgfeldt & Co. all of New York; John William Mackey, with the Edwin M. Knowles Co., East Liverpool; Harold Morecroft, importer, New York; and Coburn D. Outten, with M. Tecla & Co.

Another matter of importance acted upon at the meeting was the appointment of E. W. Hammond, head of the E. W. Hammond Co., as director to serve out the unexpired term of Arthur A. Bean, resigned. The capabilities of Mr. Hammond make him a valuable addition to the Board of Directors. This action is sure to meet with general satisfaction.

The annual outing came up for consideration which resulted in Saturday, August 4, being selected as the date. It will be held at Karatsonyi's, Glenwood-on-the-Sound, as for the past several years, while the steamer "Commander" will again be engaged for the occasion. It was also voted to hold the banquet on February 14th, and to engage the north ballroom at the Hotel Astor for the affair.

In addition to the above matters the death claim of Thos. G. Edge was ordered paid.



"GOUDA" ART POTTERY AT E. TORLOTING'S.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Never in the history of the domestic trade has the raw material situation been as acute as is now the case. The inability to secure clays, either imported or domestic in steady volume, is causing the manufacturers much worry. Receipt of English clays is not near what normal requirements would demand. Shortage of freight cars and embargoes have caused a shortage of domestic clay stocks. In several instances, letters have been received from domestic clay shippers advising, that owing to labor troubles and inability to secure cars, they have closed their mines indefinitely. No definite information can be secured from importers when the usual supply of clay will be available. Shortage of flint and spar is more marked now than for years.

While there is no definite statement made, there is a growing suspicion that another advance will be made on domestic pottery ere long. Manufacturers are paying advanced prices on every delivery of raw material, and every week new quotations upward are being received from material supply houses. That finished product prices will be in keeping with advanced manufacturing costs is sure.

Anent a possible change upward in selling lists, the following notice is sent buyers upon receipt of their orders: "We beg to acknowledge receipt of your order of (date) for which we thank you. This order is subject to prevailing market price at time of shipping."

The National China Co., of Salineville, O., has let the contract for the erection of a pair of decorating kilns. A new building is now being added to the plant to house them. The decorating kiln capacity of the concern will be increased one-third.

An official of the Manufacturers' Heat and Light Co., which concern supplies potteries in this locality with gas, is authority for the statement that the pottery industry in the local district has lost between 250 and 300 kilns so far this year as the direct result of a short-

age in gas. It will be impossible for the manufacturers to ever make up this kiln loss. As one manufacturer expressed himself, "if we cannot get the kilns, we cannot get the ware, hence we have nothing to ship."

The new "Francis" dinner shape of the Thompson Pottery Co. will be ready for the trade about May 1, from present indications. This will be a fancy shape, and the first pieces have just come through the kilns.

"For years the pottery manufacturers have always urged their trade to anticipate their requirements, so that stocks will not become short," commented the manager of a supply house this week. "It would be well for these manufacturers to practice what they preach in the way of anticipating their requirements on raw materials. Instead of buying a few cars of clay and the like, they should have discounted the future and protected themselves."

Pottery manufacturers of this city met here last Thursday night, (March 1) to discuss a method of operating a co-operative coal yard. There is reason for believing that the manufacturers will soon do away with gas as a kiln fuel. The plan of securing a location fronting the Ohio river, and having coal shipped here by boat from the Monongahela Valley was gone over thoroughly. The pottery manufacturers are absolutely disgusted with the gas situation. Kilns were shut off the latter part of last week on account of a break in the line. The East Liverpool Chamber of Commerce has appointed a committee to act in conjunction with the pottery manufacturers.

Edward W. Clinton, of the Smith-Phillips China Co., will leave the latter part of this week for a trip through the Western territory.

A meeting of the potters' discussion club is scheduled for the latter part of this week, at which time the raw material situation will be gone into. The session scheduled for last week was postponed one week be-



cause of a meeting of the local manufacturers anent the fuel situation.

\* \*

"Things would be fine if we could only get our merchandise on time," said J. H. Miller, of Huntington, W. Va., while here a few days ago. "There is an active demand for goods, but the inability of the carriers to get stuff through is causing the jobbers no end of worry."

\* \*

As an illustration of how much in want of merchandise some buyers are, one New York house telephoned here a few days ago to ascertain when their car would go forward. Even the telegraph was too slow in this instance.

\* \*

Taking the district as a whole, less ware was shipped out of this district in February than ever before in one month. The Potters' Co-Operative Co., was idle nineteen days last month, this being the record for inactivity for any one plant here. Others were idle from ten days to two weeks. All idleness was due to the gas shortage, or inability to secure coal or raw materials.

\* \*

Another menace to the manufacturers here is the growing shortage of "decal" stocks. It is stated upon the highest authority, that the manufacturers have no idea how serious the situation is becoming. Manufacturers of 'decal' are facing a shortage of blank papers. This stock is made abroad. The demand for 'decal' is heavy, and it would not take a very great 'run' to clean the shelves of the supply house.

\* \*

The Pennsylvania Railroad Co., for the past fortnight has not been accepting any carlot shipments from this district. Less than carlots was taken in a few instances, but even then consignments were only to be routed to a certain pier.

\* \*

Another decorating kiln is being erected at the Chester plant of the Edwin M. Knowles China Co. The addition will be completed in a short time and placed in immediate operation. The additional kiln, when finished, will make three kilns for decorated ware at the Chester plant, all of which are of the double type. Mr. A. Anderson has returned from an eastern trip, and Mr. G. Mackey is expected this week.

\* \*

At the last regular meeting of the East Liverpool lodge of Elks, William Robinson, sales-manager of the Colonial Pottery Co., was elected Exalted Ruler. He was unopposed for the position. R. L. E. Chambers, manager of the western branch of the Rudolph Gaertner organization, was elected secretary.

The Ohio Senate has defeated the Thomas trading stamp bill which was designed to put trading stamp companies out of business.

## IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 6, 1917.

### BRISTOL

930 packages china clay.....Hammill & Gillespie  
40 " " .....L A Salomon

### MARSEILLES

43 packages toys.....H A Wagner

*Continued on page 24.*

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### TO MANUFACTURERS.

AN exceptional opportunity is offered to manufacturers of high-class china, glassware or housefurnishings who are looking for a representative in New York and Eastern territory by manufacturers' agent controlling high-class line at present who is in a position to add several lines. To concerns looking ahead, this is a splendid occasion to secure a high-class representation. Have sample rooms, warehouse and sales force. Address A 119, this office.

### HELP WANTED.

GLASS CUTTER WANTED.—Glass cutter who has had experience in shop employing girl cutters, to act as working foreman in shop of thirty frames making blown tumblers and other light ware in first-class Ohio town of 30,000 inhabitants. State age, experience and salary desired. Address GLASS FOREMAN, this office.

SALESMAN WANTED.—A GLASS MANUFACTURING COMPANY WHICH HAS A SALESROOM IN NEW YORK CITY, BUT NO REPRESENTATIVE, WANTS A SALESMAN, NOT OVER THIRTY YEARS OLD, TO TAKE CHARGE. MUST BE ACQUAINTED WITH LIGHTING GLASS, ALSO CROCKERY AND GLASS TRADE. GIVE AGE, EXPERIENCE AND SALARY WANTED. ADDRESS A 118, THIS OFFICE.

WANTED—Glass factory architect and engineer wanted to design and superintend the erection of a factory for manufacturing glassware for illuminating purposes. State age, experience, references, and under what rates and terms the work would be undertaken. Address NEW FACTORY, this office.

### SITUATIONS WANTED.

OPEN FOR ENGAGEMENT.—Advertiser, who has thorough knowledge of pottery, and resident in Stoke-on-Trent, is open to represent, in the Staffordshire Potteries, an American or Canadian firm of crockery importers. Splendid references. Apply "CERAMIC," this office.

### FOR SALE.

RETAIL and wholesale stock of china, glass and queensware. Established business of fifty years in Logansport, Ind. Will close out at great sacrifice if taken at once. Address JOHN ALBER, Logansport, Ind.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.



*Theodore Haviland*

*Limoges.*  
FRANCE.

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THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



Continued from page 22.

BORDEAUX

3 packages chinaware.....	Davis, Collamore & Co
3 " toys.....	Adams Express Co
3 " ".....	M Michaelis & Sons

GENOA

5 packages chinaware.....	H Creange
6 " glassware.....	L D Bloch & Co
5 " ".....	American Shipping Co

KOBE

4 packages chinaware.....	D Westreich
4 " ".....	M Field & Co
11 " toys.....	L Wolf & Co
40 " ".....	M D Levy & Co
51 " ".....	G Frankel & Co
41 " ".....	S Lisk & Bros
4 " ".....	National City Bank
2 " ".....	Abraham & Straus
190 " ".....	Haber Bros
27 " ".....	B Illfelder & Co
9 " ".....	Bane, Hill & Ward

CREATING A BUSINESS.

TO stimulate the sale of paints and materials for the amateur decorating of china a store at Detroit has a regular china painting department, with a competent instructor in charge. Some of her work, as well as that of her advanced pupils, is shown in the window, together with a notice:

"You will enjoy lessons in china painting under Mrs. Turner. She is such a splendid teacher. Her classes are from 9:30 a. m. to 4:30 p. m. Of course there is no charge, and the materials are not at all expensive, as you will see."

Set out in front are the various paints and brushes needed by the pupil, each with a little card showing the price. There are also a number of artistic specimens of plain white china suitable for painting.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York





# CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 15, 1917.

## THE CONDITION OF BUSINESS.

**New York** Owing to the departure of the many buyers who have enlivened the city since the middle of January there has been a decided falling off in sales in the warerooms of the importers. Mail orders, however, are very numerous and in a measure compensate for the loss of direct sales.

Travelers for English houses are on the move. Some left last week, others go this week, and the road business will be in full swing before the first of the month. Surprise is sometimes expressed that the importers should go to the expense of hotel bills and car-fares when they are oversold and cannot promise deliveries. It seems useless to the casual observer, but the reason is obvious. It is well to keep in close touch with your customers. It is possible that the travelers may have a few articles on which they are not oversold. All live in hopes that this horrible war will soon be over and they desire to be in a position to fill orders as quickly as possible. All of which is laudable and strictly in accordance with business ethics and the most enlightened business policy.

The domestic potters are crowded with orders, but, nevertheless, will soon put their men on the road. They are in just as bad a condition as the importers as regards filling orders, but they, too, wish to hold their trade.

While the glass men are much behind in shipments they are in a better position to-day than either the potters or importers. They are getting a larger product, and now that there is a better supply of gas they stand more chance of catching up than do the others. Still,

it will be a long time before any of the three will see normal times and normal deliveries.

Continued good reports come from all the retail establishments. Trade is far above ordinary times in spite of the increased cost of wares. While many people are alive to the advantages of bargains and are patronizing the special sales where prices are not as high as might be expected, still there are many who, either from lack of inclination or opportunity, do not patronize these sales, but buy and pay prices asked in the regular course of business. Perhaps they are among those who are fortunate enough to have acquired money through war orders and consequently do not economize as they would if their circumstances were different.

Prospects for the next few weeks or months are uncertain, owing to the menace of a war of our own. Should hostilities ensue there undoubtedly would be a slump. The stock market would break and it is more than likely there would be a halt in trade. This would not last long. In a very short time there would be a boom in stocks with better business conditions and prices higher than ever. There would be more "war brides" and big fortunes made on the one hand, women food rioters and dire poverty on the other; but the country would adjust itself as it has in the past, and there would be big business. As soon as peace is declared—either shortly or in the distant future—the conditions will be almost exactly the same. There will be a slump and then a big revival. The United States is short of everything in manufactured goods. In our own particular branch we are millions of dollars behind the or-

dinary supply, and this must be made up, so that no matter what turn events may take, the crockery men will have plenty of business for years ahead.

#### **Pittsburgh and Vicinity**

The volume of business being offered glass factories is as liberal as ever. Shipments from factories show a slight improvement in some instances, but conditions are far from being normal in this respect. Traffic managers hold that transportation is slightly improved. Prices remain firm. The demand for cut lines is excellent. Packers' glass is in heavy request, and some very large specifications are now being figured on. Glass decorators complain of being unable to get ware from their regular factories, and have been compelled to seek blank lines elsewhere.

#### **East Liverpool and Vicinity**

While orders continue strong with pottery manufacturers in this locality, trouble continues in obtaining production. The fuel shortage is working havoc with the kilns. Manufacturers also have trouble in securing raw materials. Buyers are in need of merchandise, and have been "camping" here in an effort to obtain quick deliveries. Manufacturers are shipping as fast as production will permit.

### **IN TOWN.**

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- A Schuchat, c, g, Famous & Barr Co, St. Louis. 37 West 26th.
- W B Mitchell, hf, Dorsen Co, Bridgeport and Syracuse. 225 Fifth ave.
- O J Dietsche, t, Wm Hengerer Co, Buffalo. 18 West 35th.
- J E Miller, hf, W F Gable & Co, Altoona, Pa. 230 Fifth ave.
- E D Garrison, hf, Sanger Bros, Dallas. 19 East 24th.
- M Marx, t, Kohn-Furchgott Co, Jacksonville. 108 Worth.
- J A McKelvey, hf, F N Arbaugh Co, Lansing, Mich. Latham.
- C F Kemp, t, hf, Bullock's, Los Angeles. 95 Madison ave.
- D L McCarthy, hf, Stewart D G Co, Louisville. 18 West 35th.
- R J Calm, and A J Kline, hf, Dives, Pomeroy & Stewart, Reading and Harrisburg, Pa. 230 Fifth ave.
- G Louis, t, Woodward & Lothrop, Washington. 334 Fourth ave.
- C B Hitchcock, hf, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.
- A R Willauer, t, hf, W Laubach & Son, Easton, Pa. 41 Union sq.
- J W Moorehouse, hf, May Co, Cleveland. 37 West 26th.

- J MacFarquhar, t, S Kann Sons & Co, Washington. 432 Fourth ave.
- J H Lanham, hf, t, Lanham & Sons Co, Rome, Ga. Herald sq.
- F Kauders, hf, c, g, L Adler, Savannah. 230 Fifth ave.
- F H Haskins, hf, Hills, McLean & Haskins, Binghamton, N Y. 320 Fifth ave.
- G Munro, hf, Kaufman & Co, Colorado Springs. 353 Fifth ave.
- H W Tonner, hf, t, I Sulzbacher Co, Steubenville. 72 Madison ave.
- G M Warden, hf, Dey Bros & Co, Syracuse. 220 Fifth ave.
- L J Wagner, t, J N Adam & Co, Buffalo. 18 West 35th.
- C H Kuhlman, t, The Fair Store, Cincinnati. 23 West 26th.
- F Monte, t, hf, G Fox & Co, Hartford. 353 Fourth ave.
- R B Leonard, hf, W C Leonard & Co, Saranac Lake, N Y. Continental.
- R A Illsley, c, t, Barnard, Sumner & Putnam Co, Worcester. 404 Fourth ave.
- Mr Clausen, t, L Klein, Chicago. 31 Union sq.
- F E Deubert, hf, Montgomery, Ward & Co, Chicago. 43 West 23d.
- D W Dolchefske, hf, Wise, Smith & Co, Hartford. 404 Fourth ave.
- F L Sturtevant, hf, and F L Warren, hf, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.
- Miss A Weed, c, g, H L Boughton Store, Catskill. Continental.
- J W Johnson, c, g, J W Johnson & Son, Newport, N H. Latham.
- W R Mabie, c, g, Delhi, N Y. Churchill.

### **TWO MORE FIRMS GOING UPTOWN.**

HAVING closed negotiations for the leasing of the entire second loft at 139 Fifth avenue, whither he will remove on May 1, John J. Hines, importer of French china, who also deals extensively in domestic lines, will desert the old Crockery Exchange Building, at 25 West Broadway, where he has maintained a salesroom ever since he has been in business. The floor covers 3,800 square feet of space which will give Mr. Hines much more room than his present quarters, with facilities for taking care of the steady growth of his business. Rowland & Marsellus and T. W. Hamilton occupy the ground floor of the building.

Another lease signed during the past week that means the loss of still one more concern to the downtown district was that of Demorest & Co., representatives for the Co-operative Flint Glass Co., and other lines, for a salesroom on the fifth floor of the Presbyterian Building, 156 Fifth avenue. This firm, of which Wm. R. Demorest and his son Wm. A. Demorest are the heads, have been identified with the glassware business for many years, Wm. R. Demorest being one of the manufacturers' pioneer agents. They now occupy quarters at 36-38 Murray street.





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
Tips to Dealers Looking for Ready  
Sellers.



### PERIOD CUT GLASS.

L. Straus & Sons are showing four particularly handsome patterns in cut glass which rank with anything on the market, both as to purity in design and excellence of workmanship. "Cutting R. 1574" exemplifies interior decorations of The Adam Bros., who were the leading English decorators from 1765 to 1790. "Cutting R. 1576" is late Colonial in which the severity of early Colonial style is ameliorated by embellishments in vogue at the time of the birth of American Independence. "Cutting R. 1580" shows the transition between the Georgian and early Victorian periods, and "Cutting R. 1573," "R. 1575," "R. 1577," "R. 1579" and "R. 1581" are variations of Louis XIV, XV and XVI styles, the main feature being the "fleur-de-lis," which was the royal insignia of the Kings of France before the great French Revolution. Besides these they have hundreds of other patterns at a long range of prices.

### BASKETS GALORE.

Louis Wolf & Co. have a splendid line of Japanese willow and bamboo baskets, together with almost everything else coming under the head of basketry. Among them are baskets with plastic flowers in various colors, lunch, waste, market, shopping and fancy baskets in natural colors and stained.

### AUSTRIAN CHINA AT A PRICE SAVING.

A variety of pretty decorations is represented in some lines of Austrian china being closed out at substantial price reductions by Geo. F. Bassett & Co. There are ramekins and plates, platters in all sizes from 8 to 14 inches, celery dishes, individual bakers, footed compots, individual butters, 10 inch pudding dishes, and other items. They are well worth the dealer's attention and the line not being extensive should be seen at the earliest opportunity.

### FINE LINE FOR CUTTERS AND DECORATORS.

The United States Glass Co.'s designers have simply surpassed themselves in their latest effort, known as the No. 15181 line, just placed on display by manager Ed. Craig at their New York salesroom. It is one of the best and most artistic things gotten out for glass

cutters and decorators in many moons. It is hexagonal in shape with an alternating wide and narrow panel effect that is entirely out of the ordinary, while its excellent quality and superior finish will satisfy the most critical. One of the special features that should not be overlooked is the unusual possibilities that it offers for the cutter to display his originality in applying his design, the novel shape permitting variations of styles that are not found as a rule in lines of this character. Besides showing a full assortment of plain blanks, the concern is also exhibiting the line in two or three exclusive designs in engraved and rock crystal effects, etc., that are particularly attractive.

### NOVEL CREATION IN CUT GLASS.

An exceedingly attractive novelty that adds variety to a cut glass display and is a good seller with that class of people who are looking for something out of the ordinary, is a showing of glove boxes, jewel boxes and puff jars at the salesroom of Wm. D. Finke from the Krantz & Sell Co.'s factory. The novel feature of the creation is a crystal top or cover with brilliantly colored real Brazilian butterflies and natural ferns pressed between the glass and a white felt padding, thus forming a beautiful and unique substitute for the cut glass design that is ordinarily used to match the bottom part of the articles. All of the butterflies used were collected by a well known naturalist, who carefully selected each one with an eye to its special beauty.

### INTERESTING EXHIBIT OF ART FAIENCE WARE.

One of the most artistic collections of Copenhagen Art Faience ware ever shown by the Royal Copenhagen Porcelain Co. was recently placed on display by the New York manager, A. G. Lober. It simply abounds in clever ideas in items that are useful as well as ornamental, while the color combinations are little short of marvelous. Also of special interest is the line of terracotta statuettes, made by the P. Ipsen's factory, Copenhagen, and shown in this country for the first time. To begin with, the selection of subjects is quite above the ordinary, each one being a reproduction of some famous masterpiece of sculpture. The ware is molded from black clay and is exactly like bronze in appear-

ance. The molding, with every detail perfectly reproduced and with perfect finish, is a credit to the manufacturer.

#### NEW LINE OF COOKING GLASSWARE.

The H. C. Fry Glass Co.'s new kitchen glassware has just made its appearance in the local market at the salesroom of Frederick Skelton, who represents the line with the exception of the mounting and manufacturing trade, which is looked after by Chas. H. Taylor. A full assortment of casseroles in all sizes and practical styles are shown, as well as bean pots, bread and cake bakers, and a variety of other pieces that will be appreciated by the housekeeper. The ware is finely finished, a special advantage being the high polish given the inside of the articles, which prevents the sticking of anything cooked in them.

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### OBITUARY.

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THE death of Charles H. Wilmarth, treasurer of the Clinton Cut Glass Co., Inc., Aldenville, Pa., occurred at his home in that place on March 1, at the age of seventy-two, after two years of failing health, resulting from a stroke of paralysis. Mr. Wilmarth was very active in the management of the above concern and always was interested in anything pertaining to the welfare of the community in which he lived.

At the age of seventy-five William Morton Wright, senior member and president of the firm of Wright, Tyndale & Van Roden Co., died in Philadelphia March 8. Being of a domestic nature, his outside attachments were few. He was a direct descendant of John Morton, a signer of the Declaration of Independence, and of the Crosby family, of Delaware county. He is survived by his widow and one son.

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### ANALYSIS OF CANADIAN FELDSPAR.

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INQUIRIES have been received from American firms regarding the report from this consulate published in Commerce Reports of February 20, 1917, as to percentage of potash in the Canadian feldspar. This percentage varies from 10 to 14. Prior to the European war the feldspar from this consular district was only employed in the manufacture of pottery, but since the non-importation of potash from Europe, the Canadian feldspar has been substituted by American soap manufacturers and fertilizer makers.

The spar in the consular district area is on the whole in a clear and pure state, requiring little cobbing or handpecking. Analysis of feldspar found in this consular district are as follows: Silica, 65.40 per cent; alumina, 18.40; potash, 13.90; and soda, 1.95.

The best time for the exportation of this mineral is during navigation season from April 1 to November, when special freight rates can be had by boat from Kingston to points in northern New York. One of the mining properties in this district has a grinding plant near Rochester, N. Y.; this product is sold to the potteries at Trenton, N. J., and East Liverpool, Ohio.

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### A SINGULAR PROPOSITION.

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THE firm of Lee & Wells, Augusta, Ga., is in financial difficulties, and the Credit Men's Association has sent to the New York creditors a statement of the firm's affairs with a recommendation that an offer of twenty-five per cent cash be accepted. The statement shows liabilities of \$55,579.59, and assets of \$33,498.43. With a showing of over fifty cents on the dollar it is rather singular that this credit association should advise the acceptance of twenty-five cents. The only member of the firm and sole owner is Dr. Wells, a dentist. He is also the principal creditor, having a claim against the store of about \$27,000 for money loaned. At a meeting of the creditors held here on Tuesday, after hearing the statement read it was unanimously agreed that not less than fifty cents on the dollar would be accepted, and if this was not forthcoming, steps would be taken to put the concern in bankruptcy.

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### ONCE WHERE "VICTROLENE" DID NOT SHINE.

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THE Bermas Bowling Club, of New Rochelle, comprising F. E. Bermas, buyer for the McCreery Co., captain, C. P. Cox, Jr., of Cox & Lafferty, R. J. Rader, of that firm's sales staff, F. U. Sileck and George Mathes, came to town on Wednesday evening with fire in their eyes and put it all over the "Victrolene" Club, showing that living in New Rochelle is really no detriment to being a perfectly good bowler.

The "Victrolene" Club gets its name from the famous polish and cleaner of that name sold by Cox & Lafferty and is composed of H. Windhorst, S. A. Keegan, B. Wicke, C. H. Phillips, and A. M. Ferris, all identified with that concern.

In the first two games the Bermas Club showed considerable nervousness, which was described as stage fright by their adversaries because it was their debut in the great metropolis. However, despite the jeers of the Victrolener's, who the suburbanites say have it all over the village sewing circle in the wagging of their tongues, finally recovered and got in some fine work. The score says they were the winners with the best three games out of five. But the "Victrolene" boys are polishing up and will be right there with all the latest tricks in bowling in the next game.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

There was a time in the history of the domestic potteries when manufacturers were anxious to secure new trade, but this is not the case at present.

No new accounts are wanted, and prospective buyers are told that "we have enough trouble in trying to take care of our old customers. It is a daily occurrence when buyers seek to open an account at potteries with which no business had hitherto been transacted. Sometimes prices have been put so high as to be almost prohibitive to the opening of an account. Even under these conditions, effort is made to place the order. This would show that the ware is wanted—and at any price.

\* \*

Some of the largest buyers in the country have been making regular trips of late in an effort to hasten the shipping of back orders. Among those here on such a mission within the last few days were Samuel Natkin, with the Fair, Chicago; Leon Neubric, with Crowley, Milner & Co., Detroit; Mr. Von Hagel, with Sears, Roebuck & Co., Chicago; A. Broll, with Charles Williams, New York; J. G. A. Fisher, of Fisher, Bruce & Co., Philadelphia; Robert Orr, with Lord & Cage, Reading, Pa.; Frank Brierly, of Beaver Falls, Pa.

\* \*

Joseph Manor, for years identified with the factory management of the Sebring (O.) Pottery Co. has taken the factory management of the Clay Casting Co.'s plant at New Cumberland, O. Mr. Manor is one of the best known potters in this territory.

\* \*

A meeting of the pottery manufacturers is expected to be held here next week when reports will be heard relative to the erection of a coal hoist here.

\* \*

William H. Phillips, secretary of the Smith-Phillips China Co., is due to return here from a trip to the West Indies next week.

\* \*

"It's getting to be a joke trying to operate a pottery," said the head of a large plant here. "One day it is no gas, another you are out of clay, and on top of

this come letters from your trade taking you to task for not shipping orders. The situation is almost enough to drive one crazy."

\* \*

Although there was a snow fall in the upper Monongahela and Allegheny Valleys a week ago, followed by some warm weather and rain, it is reported that all danger of a flood in the Ohio River is past.

\* \*

An unusually heavy demand for deep coupe soup plates has been experienced here recently on account of the approach of the Jewish holidays. The demand this season is far in excess of that of former years.

\*

The fact that gas was again turned off from local potteries last week only goes to show that the manufacturers cannot count upon steady drawing. Inability to get kilns through, in order, delays production, consequently it is impossible to make shipments. Buyers have come to realize that when they receive a letter from a factory advising of factory troubles, that the truth is being spoken.

\* \*

C. L. Gray, of the Cartwright Bros. Pottery Co., has returned from a business trip to the Pittsburgh district.

\* \*

Reconstruction of the burned portion of the plant of the Potters' Mining and Milling Co. has started. Insurance has been adjusted. All help possible is being put on the works. Because of the fire at this plant, there has been a shortage of flint in the district. It is expected that improvements will be finished within ninety days.

\* \*

Morris Bergman, of New York, has returned after spending ten days here arranging for early shipments.

\* \*

An accident that is admitted by all who witnessed it as unavoidable, has caused an action for \$20,000 to be entered in the Stark county courts against O. H. Sebring, of the French China Co., by Berta Tice, as administratrix of the estate of Paul Hager. An automobile driven by Mr. Sebrings' chauffeur struck Hager,

who was rounding a street corner on a bicycle. He sustained a fractured skull and later died.

Military passes must now be obtained to secure an interview with A. V. Bleininger, chief of the ceramic department of the United States Bureau of Standards at Pittsburgh. The office is located on Government property, and no one is permitted to enter the grounds unless properly vouched for and supplied with a permit. Even then, one is allowed to remain within the gates but a limited time.

## AT CHICAGO.

THE wholesale customers are placing large orders when they can find a manufacturer who will promise prompt delivery. Several factories which have been closed down for some time because of poor gas are again in operation. The city had few visitors last week, which is taken to mean that everybody is fairly busy at home.

Charles L. Patterson, buyer of china, glassware and art goods for Carson, Pirie, Scott & Co., has on hand a big display of pictures and other housefurnishings in the art section.

Lighting glass agents declare that building operations here have fallen away until they are less than half what they were a year ago. Permits, however, have been taken out for enough building this spring to insure a first-class season for glass and fixture men. In February permits were issued for 309 buildings to cost \$3,657,000, while in the same month of 1916 the number of permits was 616, representing a total value of \$7,354,200.

The contract has been let for the \$1,000,000 addition which Montgomery, Ward & Co. will build to the present plant at Chicago avenue and the river. Ground will be broken as soon as the weather will permit. The addition will contain 400,000 square feet of space, and will be ready for occupancy about the middle of next October. A part of the addition, it is understood, will be turned over to the use of the crockery, glass and housefurnishings department of the big mail order house.

E. E. Ault, with Earl W. Newton, manufacturers' agent, has returned from a trip to the factory district.

E. A. Phillips, manager of the plant of the United States Glass Co. at Marion, Ind., was a visitor at the Chicago office of the company last week.

Walter Minnemeyer has received some additional bowls to add to the 1917 lighting line of the Hocking Glass Co. James Allen, traveler for Mr. Minnemeyer,

has returned from a successful road trip, and E. G. Minnemeyer is still calling on the trade in Western territory.

Lewis Simpson has received some new samples from the Fenton Art Glass Co. and the Huntington Tumbler Co.

Milton Rogers, of the Cambridge Glass Co., was in the East on a business trip last week.

John Ling, buyer of china, glassware and housefurnishings at the store of Mandel Bros., has made some extensive additions to the line.

Frank B. Tinker was busy last week in getting his display room ready for the big line of the Central Cut Glass Co., which in the future will be shown in the Heyworth Building. Oscar Eckland, head of that concern, spent a part of the time downtown last week.

Dana Richardson, of the retail department of Burley & Tyrrell, was ill with la grippe last week.

C. B. Cunningham, a department store buyer of Goshen, Ind., was buying goods here during the week.

O. B. Gorham, a buyer of crockery and glassware from Minneapolis, was in Chicago for several days last week.

Department stores are alarmed over the progress which is being made by the women's eight-hour bill and the anti-injunction measure in the State legislature. Both of these measures, it is believed, are about to be reported favorably. Department store managers declare they do not know where they will get the additional help which will be required if the eight-hour bill becomes a law. The labor shortage is at present very serious.

Howard Jenkins, of the D. C. Jenkins Glass Co., is expected in the city some time this week.

Tom Crock, of the Macbeth-Evans Co., who was here the latter part of last week, has returned to the factory.

O. C. Helm, of Ira A. Jones Co., is making a road trip through Middle Western territory.

George Milligan, who is in the cut glass business, made a motor trip through Indiana last week, trying out the roads after the winter's storms.

Pick's Progressive Association, the employees' mutual benefit organization of Albert Pick & Co., are planning the second meeting of the year, which is to be held at a local hotel some time this month. The first meeting, held in January, was well attended and proved a successful affair.



## Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-  
ing Glassware, indirect and semi-indirect;  
Domes, Shades, etc.

THE Bradley & Hubbard Mfg. Co. have put out for the spring season several clever designs in lamps. One of the greatest innovations is a bell-shaped metal shade for boudoir, desk and individual lamps. These are highly finished in a variety of colors. Then there is a new treatment of parchment shades with a soft delicate effect which is highly artistic. This material will stand much harder usage than glass. They are also showing dozens of new things in smokers' sets, book-ends, and small ornamental metal pieces.



BY THE ROYAL ART GLASS CO.

These are busy days with the Maibrunn Co., the recently-organized importers and manufacturers of lamp, candle and electric shades, table lamps, etc. The concern has a number of novelties that make the salesroom at 40-42 East Nineteenth street an attractive place for buyers to visit.

As usual, the salesroom of Edward Miller & Co. is full of interesting things in electric and gas portables. One of the latest achievements introduces a novelty in the way of a shaving lamp, which consists of an adjustable standard with a round mirror, a tray, and an arm for hanging a towel on. The tray is also fitted with

two or three useful articles in metal to add to the comfort of the user. The electric bulb extends over the top of the mirror and is fitted with a reflector that throws the light directly upon it. The lamp is made in several finishes and gives promise of being a ready seller.

There are attractions galore in the lamp department of Mogi, Momonoi & Co. All styles and sizes are represented in the display, one of the latest and most striking items being a floor lamp with a black lacquered base ornament with fantastic silver-deposit decorations. This is fitted with a large shade in black lacquered wood and white silk, fashioned in lantern style, while orange-colored tassels add an artistic finishing touch.

Another instance of the progressiveness of Manager Charles Kraft, of the Pittsburgh Lamp, Brass and Glass Co.'s New York office, is seen in his advantageous rearrangement of the salesroom. The front section of the room, devoted entirely to gas and electric portables, has undergone a thorough transformation. One of the features greatly appreciated by buyers is that every lamp displayed is illuminated, thereby saving the annoyance of waiting to have them connected, as is usually the case when only a lamp here and there is lighted. Illuminating glassware is shown exclusively in the next section, most of which is also illuminated from bulbs on the display tables. The remaining space, used for showing special lines, has also been so greatly improved by the rearrangement that it is scarcely recognizable.

In keeping with their progressive policy the Imperial Art Glass and Lamp Works are making elaborate preparations for the forthcoming buying season, and already many new numbers have appeared among their large display of gas and electric portable lamps. As usual, popular prices are featured throughout, and the new items represent many interesting values. If these may be taken as a criterion of the whole line that is in course of preparation, it will indeed be well worth going out of one's way to see.

FOUNDED IN 1874.

# Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

## SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 15, 1917

WHETHER there is any basis for it or not, there is a growing conviction that buyers who pay higher prices for goods get them sooner than those who buy at lower prices. We are not of the opinion that a reputable house will be guilty of such discrimination. It is not good business policy, as men have memories and later on will not forget those who tried to play such a game on them.

## THE GOVERNMENT SHORT OF CROCKERY.

THE daily papers on Wednesday printed the news that the Government was short of many things. While crockery was not especially mentioned, it is known that the warships are in much need of dinnerware and glassware. For many years the Royal Copenhagen Porcelain Works supplied the china used by the officers until practical patriotism demanded that American-made china should be used. If memory serves us right there was a clause in the act which permitted "matchings" of Copenhagen ware, and the most was made of it. But even if this china were in use now it would be next to an impossibility to get a supply, and of course the domestic product is hard to get. The ships must have dinnerware and there is a hint that the Government will soon take over a pottery. This would be a good thing for the owners in one way, as they would have a paying customer. But, on the other hand, it would mean the giving up of all regular trade for the

time being, if not for all time. Government ownership of industrial plants is not in accord with American ideas, but the examiners who pass on supplies are exacting, and knowing that, the potters have not hitherto been anxious for the business. In fact, it is said that there have been no bids in response to the Government's recent advertisements and it may be necessary for it to take over a pottery. Should this happen the Government would soon learn why it is hard for potters to meet requirements and conform to its specifications.

## PERSONAL.

A PERSON more than ordinarily accomplished in the thieving profession relieved Wm. R. Noe, head of Wm. R. Noe & Sons, of an expensive overcoat last week. The coat hung in Mr. Noe's private office in the rear of the main floor of the establishment, a section that is most difficult to get at in the store without being seen, the only entrance being through the showroom where there are always several salesmen and office assistants on duty, to say nothing of an office boy on guard at the railing just inside the main entrance.



We are informed that Kaufmann Bros., Pittsburgh, are in need of an assistant buyer.



Philip Le Berthon, of the Imperial Art Glass and Lamp Works, accompanied by his wife and son, returned home last week after a month's sojourn in Florida, where they visited all the well known resorts of this beautiful State. Mr. Le Berthon took the opportunity of calling on some of the trade while away.



Alfred B. Evans and Norman C. Walker, with Meakin & Ridgway, will leave the first of next week for their respective territories. Mr. Evans will strike Boston first and thence work westward as far as Detroit. Mr. Walker will start at Pittsburgh and follow the setting sun like Mr. Evans.



James E. Duncan, with the Duncan & Miller Glass Co., Washington, Pa., was in town last Saturday for the day only. He called on the firm's representative, Paul Joseph, at six o'clock Saturday night and found Mr. Joseph on the job.



Alex. P. Doctor, representing the Central Glass Works, who has been in the hospital after undergoing an operation, returned to his home on Tuesday night. His coming back was the occasion for a jollification. His own physician, the two surgeons who operated on him and a number of personal friends gathered at his



home to welcome him, and were regaled with a feast. Unfortunately Mr. Doctor was not sufficiently recovered to enjoy that part of it. He hopes to be back to business within the next ten days or two weeks, though possibly he may go South for a little vacation before he resumes his duties.



Kurt Lutz, with the New York office of Louis Wolf & Co., left this week for a trip through the Middle West, starting from Cleveland. He will arrange to be in Chicago the first week in April to attend the Toy Fair.



Henry N. Meyer, who for the past ten years has been buying for the Sperry & Hutchinson Co. (Green Trading Stamps), has resigned his position. The fact that he was with them for so long is an evidence of his ability and a recommendation to anyone who may require his services.



Lambert Dorflinger, of C. Dorflinger & Sons, is spending this week at the concern's factory, White Mills, Pa., to go over special matters pertaining to the New York end of the business.



Charles Hass did not sail on the Rochambeau which left on Monday afternoon, because his passports, which had been forwarded to France, had not been returned in time for him to catch the steamer. He returned to San Francisco. He was going to buy for S. & G. Gump.



Geo. Hamilton, with E. B. Dickinson, is in Boston this week with samples of earthenware and china.



Chas. F. Quaintance, secretary of the Herald China and Pottery Co., Golden, Col., made his appearance in New York on Monday, preparatory to making a canvas of the trade in New York and vicinity. As usual he has headquarters at the office of A. H. Hays, local representative of the company.



J. Val Bergen is in New York this week speeding up business for the J. D. Bergen Co. with several new designs the factory has just turned out.



R. Lorber, designer for the S. A. Weller pottery, arrived on Monday at the salesroom of C. H. Taylor, New York representative for the factory, and is spending this week dividing his time between the local and the Boston office.



S. B. Clarke, the well known lamp salesman, has engaged with the Royal Art Glass Co. to travel through the East with the concern's line, dividing the territory

with Ben Brafman, of the firm, whose increased responsibilities on account of the growth of the business makes it impossible for him to devote as much time to traveling as formerly.



Harry A. Ross, salesmanager for the Pittsburgh Lamp, Brass and Glass Co., was in New York for two or three days this week. He is going to Cincinnati and then back home. He has been over the Eastern territory cleaning up some odds and ends of business preparatory to his departure for the Pacific Coast in the near future. As he will be away from the factory for two or three months he wanted to leave everything in good shape.



Word was received last week by Wm. M. Warrin, representative for the Ransbottom Bros. Pottery Co., Roseville, O., of the death of Chas. W. Ransbottom, vice-president of the concern, who died at his home in that place on February 28. No particulars as to his death were given.



E. W. Hammond, who controls the output of the Clay Casting Co., New Cumberland, W. Va., which specializes in cereal sets, left last week for an indefinite stay at the factory where he is endeavoring to accelerate shipments, going prepared with old clothes to jump in and help out if necessary wherever his service can be utilized. There isn't much that "Eddie" doesn't know about manufacturing, and he is at the height of his glory when he can get in and show the potters themselves a few tricks in pottery making.



John H. Ling, buyer and merchandise manager of several departments for Mandel Bros., Chicago, who arrived in town last Friday for a week's stay, was a welcome visitor among his many friends here.



L. C. Hussey, of the Anniston (Ala.) Trading Co., was in town this week.



Leon Anthony, who has been assistant to Lee Schoenthal in the management of the china and glassware department of Gimbel Bros. for several months past, has resigned his position to go with the J. L. Hudson Co., Detroit, Mich., as buyer of china and lamps. John J. Henry, who has been in charge of these departments, as well as the housefurnishing goods and toys, found the business growing to such an extent that it was necessary for him to devote his attention exclusively to the two latter lines. Mr. Anthony, is a son of George Anthony, buyer for Loeser's, Brooklyn, and has inherited a good deal of his father's ability. He should prove a valuable addition to the buying staff of the Hudson store. Mr. Anthony leaves Gimbel's Saturday night, and after taking a week's rest at his

home in Brooklyn, will depart for Detroit on the 25th to assume his new duties.

C. H. Glaize, with Morley Bros., Saginaw, Mich., was in New York this week. He says business is good in his city, and as an evidence of it he said that a furniture manufacturer there had just closed a contract for cabinets for talking machines, which totalled \$25,000,000. It will take fifteen years to fill the order.

E. L. Goss, with A. L. & E. F. Goss, Lewiston, Me., arrived in town Tuesday and registered at the Herald Square. He says that snow fell in his city on November 12 and the ground has not been bare since. Good sleighing helps the lumbermen and makes business good generally.

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#### FACTORY SOON TO BE IN OPERATION.

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WORK on the new factory of the Lonaconing (Md.) Glass Co., replacing the one destroyed by fire in December, is now nearing completion, and it is expected that April the first will see the plant in full operation. Everything that counts for the highest efficiency in glass making has been taken advantage of by the heads of the firm, no expense having been spared either in the matter of construction or equipment to make it one of the most modern glass factories in the world. With a highly proficient force of workmen engaged to operate it, it is claimed that the products of the new factory will be second to none. Another step evidencing the concern's progressiveness was the recent appointment of Wm. D. Finke, 7 West Twenty-fourth street, as their New York representative, as stated in a previous issue. This is an assurance that the concern's business will be well taken care of in this territory. Mr. Finke has a variety of samples already on view at his salesroom which will be added to considerably as soon as the factory is in operation.

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#### LIST OF POTASH PRODUCERS OFFERED.

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PRODUCERS of potash (stone-ash or crude potash, black salts or black flux, and pearlash or white flux) obtained by the old-time method of leaching wood ashes have been writing to the United States Geological Survey and complaining of the lack of a market for their products. In view of the scarcity of potash in the United States and the need of potassium carbonate for glass and caustic for soap making, and in laundry use especially, the Survey is seeking to remedy this situation.

Thirty-three producers have reported to the Geological Survey over 600 tons of these materials, valued

at 7 to 70 cents a pound according to degree of refinement. This class of materials includes caustic potash, and mixtures of caustic potash, potassium carbonate, and potassium sulphate with organic and various kinds of inorganic matter.

The Survey offers to act as intermediary in bringing producers and buyers of these materials together. A list of such potash and pearlash producers, particularly mentioning those who report a stock of material on hand, will be sent by the Survey to any who apply for it.

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#### MAYFAIR SPECIALTIES.

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CATERING to the demand for specialties and unusual goods, Ferdinand Bing & Co.'s Successors are showing many useful and ornamental articles manufactured by Mayfair, Inc., of which they have secured the exclusive sale. Most of the pieces are made of wood and ap-



propriately decorated. The line includes twine holders, banks, tool chests, scissors stands, toilet cabinets, powder puff "make up" boxes, brush holders, book ends, etc. These articles have met with instant sale not only because they are novelties, but because they really have a merit of their own. The prices are very reasonable and, yet the retail dealer can make a good profit.

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#### TARIFF COMMISSION APPOINTED.

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ON Wednesday the President appointed six members of the non-partisan tariff commission as follows:

Professor Frank William Taussig of Harvard University, Independent, Chairman. Daniel Calhoun Roper of McCall, S. C., ex-First Assistant Postmaster General; Democrat. David J. Lewis of Cumberland, Md., ex-Member of Congress; Democrat. William Kent of Kentfield, Cal., ex-Member of Congress; Independent. William S. Culbertson of Emporia, Kan., special counsel for the Federal Trade Commission; Republican. Edward P. Costigan, of Denver, Col., unsuccessful Bull Moose candidate for Governor of Colorado; Progressive-Republican.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

After samples had been made and the company prepared to make an active campaign for business on the specialty, the United States Glass Co. was notified late last week that it could not, by Federal law, sell a tumbler upon which was a likeness of the American flag. The line consisted of crystal and opal tumblers of various sizes, and the flag was "done" in pearl enamel. A line under the flag on the opal glass read "Follow the flag." The decision of a Western judge was that the flag could not be used on an article of merchandise or for advertising purposes. The officials of the company presented the matter to their counsel, who advised that the line be eliminated. Action accordingly was taken. It has been learned that other factories planned to bring out specialties in and on which the National colors would predominate.

A year ago a number of new scheme or premium deals were on tap, but glass manufacturers declare this year that the new deals are few and far between. It appears that the glass manufacturers have all the regular business they can handle, and no attention is being given to the development of new scheme propositions. There has been some inquiry from scheme concerns for popular-priced cut items, such as vases, sugars and creams, but quotations in the majority of instances have been too high for this class of buyers.

Glass manufacturers hereabouts express regret over the loss by fire of the plant of the Canton Glass Co., at Marion, Ind. The factory was valued at \$100,000 and insurance totaled \$45,000. The factory was under the management of Leo Nussbaum, and it is learned here that it will be rebuilt as early as possible.

"Buyers are anxious to place orders, and where early delivery is assured, some liberal business is always available," declared Charles Isreal, with the H. C. Fry Glass Co.'s lines at the Ft. Pitt Hotel.

Buyers visiting this market of late were Mr. Gernsbacher, Sr., Ft. Worth, Texas; Mr. Sullivan, with

Barker Brothers, Los Angeles; Walter B. Elms, with Arthur Letts, Los Angeles. Numerous nearby town buyers were in the market ordering from jobbers, and merchandise was wanted for immediate delivery. The inquiry for tumblers from Western Pennsylvania is active, and the jobbers report large business on all of these lines.

Miss Harriet Poth, cashier for the Oriental Glass Co., slipped on the ice pavement and broke an ankle a few days ago.

Capt. J. A. Hemple, of the Philadelphia office of the United States Glass Co., has returned home.

The handled basket and vase line of the Duncan & Miller Glass Co., is now shown in several different lines of cut patterns by the Pittsburgh Cut Glass Co.

For original remarks, John Kunzler, secretary of the Glass Association, can always be counted upon. He was speaking in advance of the association meeting, of Tuesday last, and said that the "war paint had been prepared in the front room, but in the rear office there was a pipe of peace."

W. I. Campbell left Wednesday for an extended Southern trip in the interest of the United States Glass Co.

The lighting contract for the new million dollar City-County building, being erected here, has been awarded to the W. A. Kelly Co. The Macbeth-Evans line of lighting glass will be used throughout the building. The contract is one of the largest let here in many months for lighting glass.

Traffic managers for glass manufacturers in this locality announce that a number of embargoes have been lifted within the last ten days. This action is allowing factories to ship more freely than at any time in nearly two months. The freight congestion has been greatly relieved owing to the mild weather that has prevailed generally. Empty cars are being moved West,

where they are needed, and the situation in the local and other interior points are showing much improvement. It is reported there is still a shortage of over 50,000 cars.

Miss Emma Sherran was in charge of the glassware and guessing contest, arranged by the United States Glass Co., during the two day's exposition of Pittsburgh products, in the English Room of the Ft. Pitt Hotel by the Rotary Club. The contests consisted of guessing the height of a vase, the weight of another, and the cubic inch contents of another.

Some jobbing houses report deliveries of glass improved, and that in several instances January orders are now being delivered.

A large order for decorated glassware was received in this district early in the week, and the manufacturer was told "if you can fill this order in from 90 to 120 days, please advise immediately, and if so to preceed to make the goods."

TO PROMOTE INTERIOR FURMISHINGS.

A CONVENTION is to be held in the Hotel Astor on April 17 at the call of the Federation of Furniture Manufacturers for the purpose of promoting a national propaganda to create a more general interest in the subject of Interior Furnishings. The movement is endorsed by the President of the Metropolitan Museum of Art, the Director of Art in high schools, American Federation of Arts at Washington, all the furniture, carpet and wall paper associations, and the furniture and crockery trade papers. We quote from their circular.

"Of late years the public mind has been led to so many social extravagances that the home has in consequence suffered, especially with people of limited means. Few women realize that a neglect of the home charm threatens serious consequences. It is not a mere business problem, nor an Art problem. The Betterment Societies, Women's Clubs and Local Art Associations have for years preached upon the influence of environment on character, because Art in the home stands for more than mere Esthetics or Comfort. It strengthens the family ties. It holds your friends. It elevates the moral code.

"The subject has so many angles that speakers of national authority will be on the Convention Program to present their various viewpoints, enabling us to determine some means whereby a campaign for Home Betterment may be made successful. The Convention aims not only to stimulate business, but to establish higher standards, possibly through the establishing of Art in Trades Clubs in all the larger cities of the country.

"It aims to arouse the retailer in every city in the

United States to the necessity for organizing their sales people into associations that will study the subject, and by co-operating with local Art and Betterment Societies arouse public interest in better home furnishings. It proposes to furnish the retailer with the right kind of publicity literature. The Convention will last all day."

For further information apply to Chandler R. Clifford, Chairman Committee of Arrangements, 373 Fourth avenue, New York.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 13, 1917.

LIVERPOOL		
13 packages earthenware.....	Meakin & Ridgway	
31 " " .....	G F Bassett & Co	
16 " " .....	Maddock & Miller	
8 " " .....	Fondeville & Van Iderstine	
26 " " .....	J Davison	
66 " " .....	W S Pitcairn	
1 " " .....	W H Plummer & Co	
6 " " .....	Davis Collamore & Co	
6 " " .....	E Boote	
8 " " .....	T S Todd & Co	
20 " " .....	L A Consmitter	
1 " " .....	J M Shaw & Co	
1 " glassware.....	J Davison	
4 " " .....	Davis Collamore & Co	
18 " " .....	S Bache & Co	
4 " " .....	A Steinhardt & Bro	
5 " " .....	G Collamore & Co	
28 " chinaware..	H C Edmiston	
7 " " .....	Tiffany & Co	
1 " " .....	D J Wickers	
7 " " .....	T S Todd & Co	
12 " toys.....	Geo Borgfeldt & Co	
5 " " .....	Pitt & Scott	
2 " " .....	Strauss Bros Co	

LONDON		
1 package toys.....	Grey & Grey	
2 " " .....	G W Travers & Co	
2 " glassware.....	Adams Express Co	

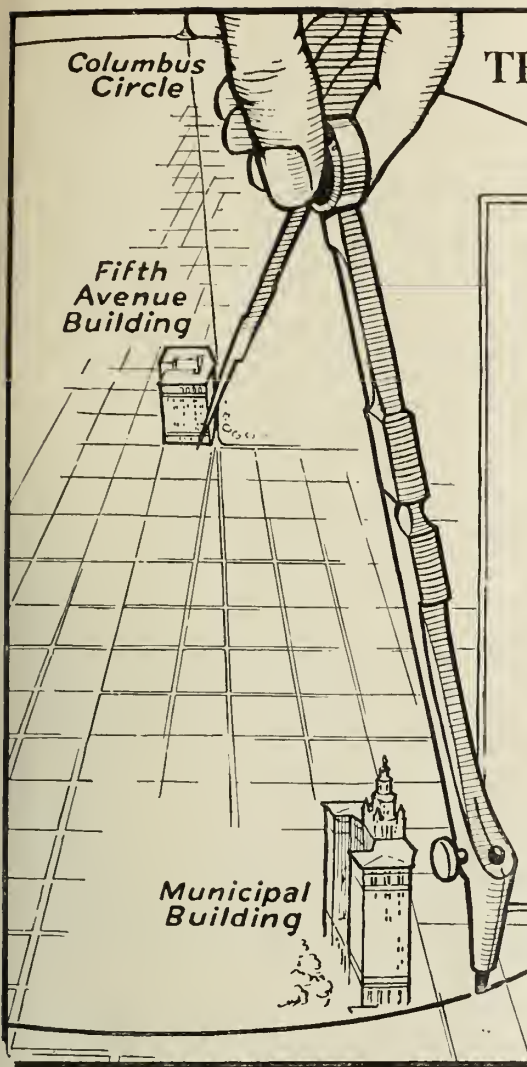
BORDEAUX		
3 packages chinaware.....	International Forwarding Co	
1 " " .....	W J Sloane	
1 " toys.....	C Silverman	

FOWEY		
2,227 tons china clay.....	Moore & Munger	
940 " " .....	Hammill & Gillespie	
337 " " .....	J B Moore & Co	
1,913 " " .....	J W Higman Co	
215 " " .....	L Knowles Co	
1,510 " " .....	Baring Bros & Co	
101 " " .....	J Richardson & Co	
1,002 " " .....	Perkins, Goodwin & Co	
112 packages " .....	L A Salomon	
5 " " .....	F A Reichard	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
17 packages earthenware .....	Jones, McDuffee & Stratton Co	
1 " " .....	Stone & Downer Co	





## THE FIFTH AVENUE BUILDING NEW YORK CITY

### Centralize Your New York Headquarters

Draw a circle from the upper edge of the retail district to the lower rim of the downtown wholesale region—and the Fifth Avenue Building is in the center.

This means that the resources of the city's trade surround your office when your New York headquarters are in the Fifth Avenue Building. It means that no business interest of yourself nor any business or social interest of your out-of-town clientele is more than twenty minutes away. The great retail stores, the two big railroad terminals, the hotels and theaters of the city are on the north. To the west are the 23rd street ferries and the steamship piers. All around you are the concerns which make the uptown wholesale region a mighty commercial factor.

And the Fifth Avenue Building itself houses many of the most powerful leaders of this section in china, glass, pottery and allied lines, making this business building a Mecca for buyers of quality goods.

Such are the advantages of the only nationally advertised office building in the United States, New York headquarters with a world-famous address—Fifth Avenue and Broadway.

*For renting particulars address*  
**THE FIFTH AVENUE BUILDING COMPANY, New York City**

# EFFICIENCY

## Was Uppermost in Mind

in rebuilding our new factory erected to take the place of the old one (destroyed by fire last December). It is no exaggeration to say that *we have the most modern plant for the manufacture of glassware in the world*, equipped with the very latest devices for developing glass making to the greatest degree of perfection. Here the most proficient workmen procurable work under ideal conditions, heretofore unknown, producing a line of ware that we claim is second to none.

## The LONACONING GLASS COMPANY, LONACONING, MD.,

Manufacturers of the Best Line of Blown Glassware in America. Stemware, Tumblers, Jugs, Vases and Fancyware. Plain, Etched and Cut.

NEW YORK REPRESENTATIVE:

**WILLIAM D. FINKE, 7 West Twenty-fourth Street.**

BUSINESS BRIEFS.

The Hamilton Novelty Glass Co., has been incorporated with a capital of \$1,200.

The K. E. M. Co., Newark, N. J., will manufacture glassware and jewelry. Capital \$50,000.

S. J. Vroman Co., Alexandria Bay, N. Y., will conduct a department store with capital at \$15,000.

Rich & Fisher, New York, have been incorporated

to deal in glassware, china, housefurnishings, etc., with a capital of \$30,000

The plant of the Steger Terra Cotta and Pottery Works, valued at \$1,000,000, was destroyed by fire on March 8. The plant covered three acres.

Fire in the china shop of Charles Burke, 293 Fifth avenue, on March 10 did damage to the extent of \$5,000, more than half of which consisted of stock.

The Rothschild Co., twenty-five cent stores, 43

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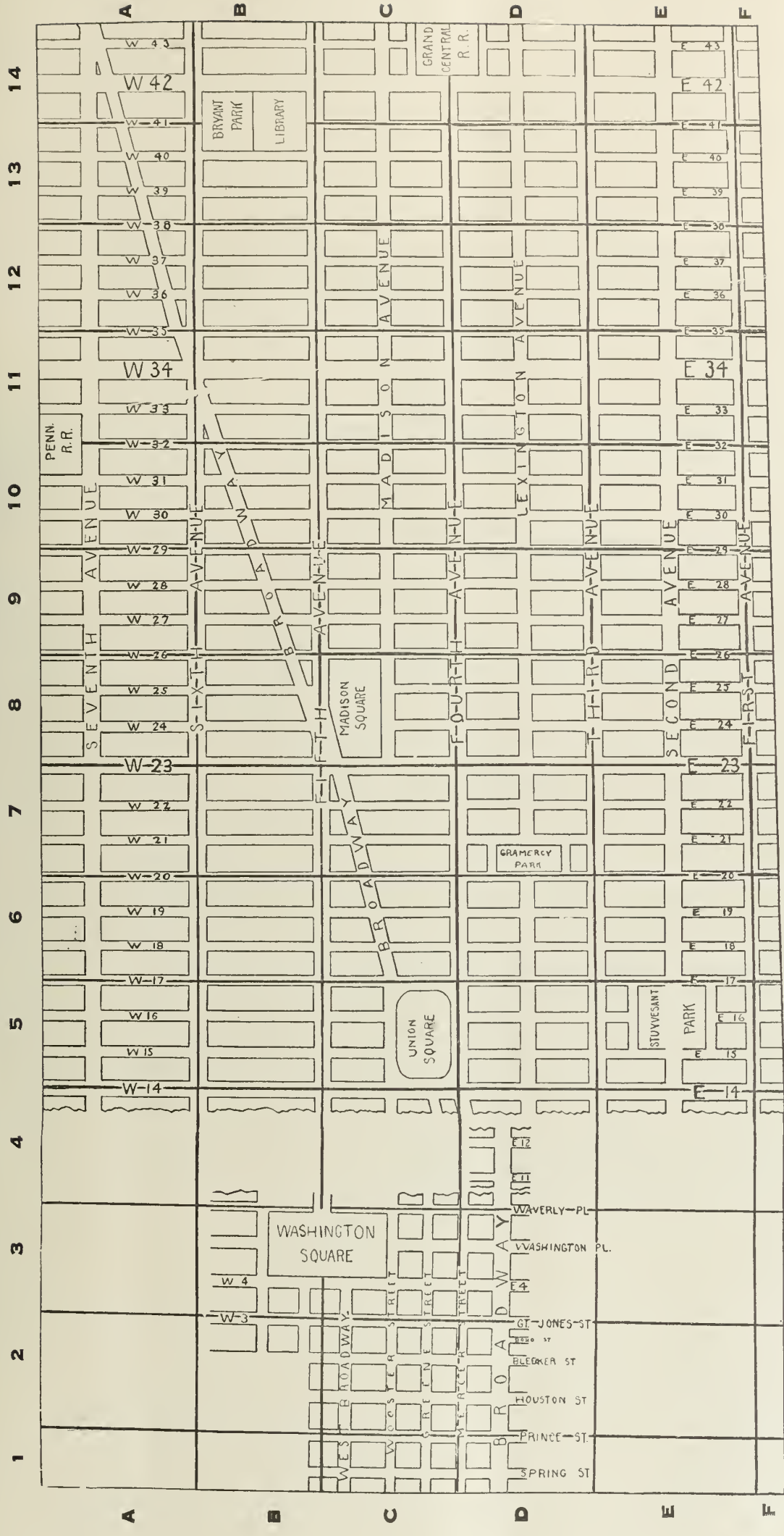
Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place....	C 4	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C
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Dnnear & Miller Glass Co., 92 W. B'way.	B 4	Potomac Glass Co., 66 W. B'way.....	B 4	Williamsburgh Flint Glass Co., 96 Park Pl.	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4				
Postoria Glass Co., 66 W. B'way....	B 4				
Friedlaender, Oscar C., 40 Murray St....	C 4				



Locations of Firms in the Uptown District.



- Bing, F., & Co.'s Successors, 67 Irving Pl. D-6  
Bloch, L. D., & Co., 153 Fifth ave. C-7  
Boote, E., 35 W 23d. B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. B-8  
Bryce Brothers Co., 240 Fifth ave. B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way B-9  
Berger, J. D., & Co., 239 Fifth ave. C-9  
Brecht, Albert J., 31 Union Square. C-5  
Colonial Co., 145 W 18th. A-6  
Cox & Lafferty, 1140-1146 Broadway. B-9  
De la Croix, C. I., 19 Madison ave. C-8  
Dohmann Commercial Co., 85 Fifth ave. C-6
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Gray, Horace C., Co., 200 Fifth ave. B-8  
Gredelue, A., 129-131 Fifth ave. B-7  
Guerin, Wm., & Co., 43-47 W 23d. B-8  
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Haviland & Abbot Co., 95 Madison ave. C-9  
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Lancaster Glass Co., 200 Fifth ave. D-8  
Manhattan Brass Co., 332 E 28th. F-9  
Mogi, Momoni & Co., 105 E 16th. D-5  
Morimura Bros., 53-57 W 23d. B-8  
Mailbrunn Co., 40-42 East 17th. C-6  
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- Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. B-8  
Roseville Pottery, 621 Fifth ave. B-8  
Straub, Paul A., & Co., 105-107 Fifth ave. C-5  
Tajimi Co., 597 Broadway. D-2  
Torloring, E., 35 W 23d. B-8  
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Leonard street, with stores at Camden and Trenton, N. J., have entered a petition in bankruptcy, with liabilities at \$14,281 and assets \$10,360.

The Demler Art Corporation, Rochester, N. Y., will deal in art objects, enameling, decorating glassware, china and metals, with a capital of \$5,000.

Drilling will be resumed at Moundville, W. Va., on the United States Stamping Co.'s test well for gas located on the Campbell farm on the Reilly hill road, east of the McMechen car barn.

The capital stock of the Oakwood China Co., East Liverpool, was increased from \$15,000 to \$150,000.

The concern does a decorating business and is headed by James McCamant. The additional capital is to be used in the extension of the business.

Announcement has just been made that the capital stock of the Saxon China Co., of Sebring, O., has been increased from \$150,000 to \$650,000. Additional kilns are to be built and the business otherwise extended. The Saxon Co. was recently purchased by the French China Co., of which Oliver H. Sebring is the head. The Saxon offices are under the direct management of Ray Cliff.

If you consider advertising a gamble you will be wise to leave it alone. It should be treated rather as an investment which will pay the store regular dividends.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### TO MANUFACTURERS.

**A**N exceptional opportunity is offered to manufacturers of high-class china, glassware or housefurnishings who are looking for a representative in New York and Eastern territory by manufacturers' agent controlling high-class line at present who is in a position to add several lines. To concerns looking ahead, this is a splendid occasion to secure a high-class representation. Have sample rooms, warehouse and sales force. Address A119, this office.

### SITUATIONS WANTED.

**POSITION WANTED.**—Housefurnishing, china, glass, lamp and toy buyer and manager desires change. Has thorough knowledge of these lines. Address A120, this office.

### FOR SALE.

**RETAIL** and wholesale stock of china, glass and queensware. Established business of fifty years in Logansport, Ind. Will close out at great sacrifice if taken at once. Address JOHN ALBER, Logansport, Ind.

**SIX-KILN** pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

## WANTED

### LIGHTING GLASSWARE

line to sell in Greater New York on a commission basis. Have twelve years' selling experience and intimate acquaintance in lighting trade of this territory. Two years with Holophane Glass Co., New York; eight years with Phoenix Glass Co., New York. Excellent knowledge of trade conditions and best of references. Showroom well located. Active daily touch with buyers.

**HARRY PICKHARDT,**

Sales Representative for  
Lighting Material,

98 Park Place, New York.



TWENTY-SEVEN YEARS' EXPERIENCE IN THIS LINE.

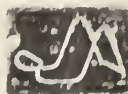
Brass and  
Rubber-Covered  
Easels, Plate and Plaque Hangers, Etc.

Large assortment of styles and sizes for displaying cut glass, plates, cups and saucers, etc. Prompt deliveries.



**MAX KAUFMAN,**

106 Broadway, Brooklyn, N. Y.



## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon Chir
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	"
The Flow Blue MEISSEN, Onion pattern,	Ridgway
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bro
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The KARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & Co
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS,	"
The BELGRADE China,	"
The ALCAZAR,	Doulton & Co
The ST. LAZARE SPRAY,	Wm. Adams & Co
The OPORTO,	Haviland & Co. China
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted,	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	"
The BRINDISI,	Ginori Italian China
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	"
The MEISSEN CHINA (Dresden) Blue Onion,	"
The ODESSA, White and Gold Encrusted	John Aynsley & Son
and other stock patterns from original sources.	

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.



# CROCKERY *and* GLASS

## JOURNAL

NEW YORK, MARCH 22, 1917.

### THE CONDITION OF BUSINESS.

New York

Trade in the warerooms has been exceedingly quiet this week. Visiting buyers who were here have nearly all taken their departure and incoming ones have been few as compared with the crowd that has filled the city for the last two months. Mail orders have been good though necessarily for comparatively small quantities.

Traveling men on the road find no difficulty in selling goods, but cannot promise deliveries within any specified time. Some of the English houses who have sent their men out are inclined to recall them, and while this is in prospect, the first French travelers left this week.

Arrivals of imported goods have been few, although a French steamer arrived in the early part of the week with small invoices for a number of the importers. Prospects of incoming ware from abroad are very dubious. The chaotic state of our shipping is exasperating, not only because of the non-arrivals, but because of the lack of information vouchsafed by the steamship lines. So close-mouthed are they that they do not answer telephone calls and it is necessary to visit the shipping offices to get what little meagre information they are willing to give.

In domestic manufacturing circles conditions remain practically as they have been. Another shortage of gas has been reported and factories were again closed down. The railroad embargoes continue and manufacturers are at their wit's end. The mails are overloaded with inquiries, and telegrams and even long distance telephone calls are keeping them on the jump

all the time, but they always have the same answer to give; it is that they do not know anything and can give no hope for immediate relief.

The advance in American crockery made this week has been anticipated in these columns for the last month. It is a small one when conditions are considered and even at thirty percent plus it is probable that the manufacturers are not any more than covered; for it must be taken into account that in addition to the increased cost of raw materials and labor, the overhead charges are big, while the production is curtailed and the standing charges must be added to the price of the goods.

It is announced that some of the glass factories have withdrawn prices, or what amounts to the same thing. Agents have been notified to take no orders which will require deliveries before July 1, and no prices are made for deliveries after that date. The annual meeting of the manufacturers and operatives will occur in July to settle rates for the next year, and there is no hint as to what the men will demand. Buyers are not at all pleased with the "prevailing rate at date of shipment" idea. The large buyers who have to anticipate their wants, and particularly those who issue catalogues, cannot place orders under these conditions. On the other hand, the manufacturers certainly cannot make prices when they cannot figure on the cost of manufacture. Truly the situation is a tangled one which nothing but time can straighten out.

Meanwhile the retail trade all over the country is excellent. Not only are people buying crockery and



glass, but the department stores are crammed to suffocation with people who want all kinds of goods. Other merchandise has advanced more than crockery and glass, and yet some people seem to have plenty of money to buy. On the other hand, the large mass of small salaried men are pinched and find it hard to keep up with the ever-soaring cost of living.

While "a state of war exists," the country has not yet begun to feel its effects and what the future will bring forth no one knows, but the chances are that after a possible setback there will be another big boom in business.

#### **Pittsburgh and Vicinity**

Business with glass manufacturers in this territory is active so far as mail orders are concerned, but when it comes to making shipments, that is another story. As in other industries, serious trouble is being experienced in securing delivery of raw materials. Embargoes on practically all railroads has been the cause of the present trouble, and it is more serious now than ever before. Manufacturers are also experiencing trouble in securing sufficient common labor. Skilled labor is more plentiful. The scarcity of small labor will be relieved after the present school term closes.

#### **East Liverpool and Vicinity**

Manufacturing operations in the local pottery district during the last ten days were better than at any time this year. Because of warmer weather the gas shortage has been eliminated for the time being. Trouble, however, is still being experienced in securing raw materials on account of the congested condition of the railroads. On account of embargoes, difficulties have been experienced in making shipments. Manufacturers are now working with a view of having a sufficient fuel supply next winter. Prices are remaining firm, and it is still a seller's market. Buyers are asking early deliveries, but will have to be satisfied if shipments are made three or four months hence.

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### **WITH AN EYE TO BUSINESS.**

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THE "Crystal Shop" on West Broadway, operated by James M. Stewart, is one of the sights in the downtown district. His window dressing is an artistic achievement, and as changes are made frequently there is always something in them to attract attention. Last Friday Mr. Stewart was very busy getting up a special display for St. Patrick's day. He had a big array of cut glass, but prominent above all was a pyramid of

green glasses. A canopy of green ribbons surmounted it, and there were Easter lilies, roses, pinks, and many American flags. Crowds viewed the display. Mr. Stewart can always make a living at window dressing should he ever give up the glass business, but from all accounts he is not likely to do that as he is credited with doing a profitable business.

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### **THIS TIME IT DIDN'T WORK.**

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AN attempt to defraud Herman C. Kupper of a dinnerware set last week was frustrated through the vigilance of the office force. Last Friday a well dressed man appeared in the wareroom saying his name was Walters, and that he came on behalf of Mr. Williams, with Abraham & Straus, Brooklyn. He wanted a fine dinner set. Mr. Weber waited on him showing various patterns. He finally selected a set valued at \$67 and then said that he would report back to the store, and if Mr. Williams was satisfied, a man would be sent after it. An hour later a telephone call announced that the man was on his way to get the set. A few minutes after the 'phone again rang and Mr. Walters wanted to know if his messenger had arrived, and hoped that the package was ready as the customer was in a great hurry. He was assured that the set, packed in two bundles, was ready. He had scarcely rung off when a colored man appeared with an order on Abraham & Straus' letter paper in one of their regular envelopes. Mr. Weber having gone to lunch, Mr. Bennigsen received the order and found it typewritten in the regular way, and signed E. Williams, "tableware department." That phrase excited suspicion, and the colored man was asked some questions. Abraham & Straus were called up and asked if they had a man by the name of Walters or Williams in their employ. They said no. Mr. Weber, arriving on the scene, asked the messenger if he came from Abraham & Straus. He said "No; a stranger had met him on the street, given him fifty cents and carfare to come to the store and get a parcel." That was all he knew about it.

Keeping the man occupied by continued questioning the police were telephoned for, and a detective quickly appeared. He questioned the ducky, but obtained no further information! Then two bricks were done up in paper and handed to the colored man, who was told to take the parcel to the man who had engaged him. He started with the detective trailing behind, but "Mr. Walters" failed to materialize. The ducky was taken to court as a possible accomplice, but he proved his innocence.

The next day the detective brought back the bricks.

It was a well laid plan in which forgery as well as theft was employed. Dealers will be wise to scan orders hereafter and verify signatures.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

If it is possible to do so, pottery manufacturers hereabouts will manage to have a supply of fuel next winter. The committee recently appointed by the manufacturers here to go into the coal situation is very active. Conferences have been held frequently, at which time the matter was fully considered. It was planned to locate a large coal yard with pits on the site of the old Diamond Pottery, which would permit the receipt of coal by rail or river. Modern appliances will be installed. As the district uses between 2,500 and 3,000 cars of coal annually, large storage capacity will be necessary. It is not so much a question of buying coal from the mines, but of getting transportation for it; hence, the entrance of shipping by water into the plans. But this plan may be abandoned.

H. K. Connors, eastern salesman for the Crooksville China Co., who has been on the road since January, has returned to his home here, completing his first trip over his Eastern territory.

First kilns have been fired off at the new plant of the Clay Casting Co., at New Cumberland, W. Va., which is controlled by local and New York interests. The concern is the only one in this district doing an exclusive casting business, and sufficient orders are on file to insure steady operations throughout the year.

Pottery manufacturers, whose plants are located along the river front here breathed a sigh of relief a few days ago, when the crest of the March flood in the Ohio River touched this point without doing any damage. Heavy rains, melting snow at the headwaters of the Allegheny and Monongahela rivers and a warm wave brought the river to a 30-foot stage. The waters receded when within six feet from the top of the river bank.

Unless pottery manufacturers are given a Western road car, no bulk shipments can be made from this district. The order of the carriers is that all Western cars

must be routed "home." This is working a hardship to large Pacific Coast buyers who have their ware packed in bulk or carlots. With local or "local" shipments, not so much trouble is being experienced.

Manufacturers of raw materials which are used extensively in the pottery trade have advised local managers that operations at the factories have almost ceased. This with the inability to secure freight cars is causing employees to seek other work. This is especially true with the spar plants throughout the country.

While present prices of domestic pottery, in both semi-porcelain and vitreous porcelain, are the highest within the history of the trade, merchandise is sought at any price. Hotel ware is selling at list in several instances, which is something new in that line. Semi-porcelain ware is not yet up to list, but the market is firmer than ever before. Buyers do not object to paying the new lists, but they insist upon quick deliveries—if such is at all possible. They realize that manufacturing conditions have not been favorable to immediate shipments, and are therefore satisfied to take ware when they can get it.

There is not a pottery in this district that is not overcrowded with orders for plates and teas. Thousands upon thousands of dozens of these items are now on file. Stocks of each are exceedingly short, it being simply out of the question for manufacturers to keep any stocks ahead. These items are now taken from the kilns, and rushed through to the packing or decorating rooms. Nothing is going in the bins.

Local pottery unions throughout the country are now drafting resolutions which will be presented to the annual convention of the National Brotherhood of Operative Potters which will convene in Atlantic City early in July. It is stated by one whose knowledge of such affairs is never questioned, that while about the same number of resolutions will be presented as in former years, there is not much chance of any wage in-

crease resolutions "going through." He said that "the men realize what the manufacturers are up against, and feel that it would be inopportune to seek a wage advance just at this time." But a second conference will likely be held with the representatives of the decorators, a branch of the trade organized independently of the Brotherhood, and having no affiliation with it. The new organization is now working out a new wage scale.

\* \*

W. C. Brown, for years well known as a pottery salesman, has entered the automobile business here as a dealer. He has taken the agency for several well known makes of cars and trucks and will open a large garage within a fortnight.

\* \*

Once more there has been serious trouble hereabouts with a gas shortage, and it has become a battle of wits between the manufacturers and the gas company. In desperation to get kilns fired off, manufacturers have been accused of "bootlegging," that is to say, continuing to fire kilns after notice was served to shut the gas from them. This has resulted in the gas company putting inspectors out, and entering plants to turn off the supply. One story is related where an inspector used a pick to gain entrance to a plant to shut off the gas. Another report has it that boarded windows were pulled from kiln sheds by these men to effect an entrance. Pottery manufacturers have about reached the limit of patience. All sorts of excuses have been put forward to "fire off just this one kiln." Decorating kilns as well as glaze and bisque kilns have suffered alike. A break in a 16-inch main a few days ago is the reason for the latest decree issued by the gas company.

\* \*

The twenty-fourth anniversary of the East Liverpool lodge of Elks was observed last Thursday night. W. E. Wells, of the Homer Laughlin China Co., was toastmaster. Nearly 300 Elks and their friends attended.

\* \*

The raw material situation this week is acute. Shortage of some lines is most pronounced.

\* \*

On account of the threatened railroad strike, not even one crate of ware was accepted for shipment by the Pennsylvania Railroad Company here last Saturday. Teamsters were ordered to take the ware back to the shippers. Not until late Monday afternoon was there any relief in the situation. Receipts of coal, clay and other raw materials, however, were good. Twelve cars of clay were received Saturday. This helped the local situation considerably.

### THREE MORE GOING UPTOWN.

RUMORS have been afloat for some time of the intended removal of the Fostoria Glass Co. to uptown quarters, but it was not until this week that John Nixon, New York manager for the company, announced that a lease had actually been signed. The concern is to go in the building, No. 141-147 Fifth avenue, corner of Twenty-first street, where they will occupy the northern half of the ninth floor which will give them greatly enlarged and better all around facilities for the attractive showing of their extensive line of glassware, the present quarters at 66 West Broadway, where they have been located for the past twenty-one years, having proved inadequate for their needs. Mr. Nixon is busy completing his plans to move as soon as the necessary alterations are completed, which he hopes will be around April 15.

Almost coincident with the above announcement came the news that another important removal will take place the middle of April. Henry Benedikt, representative for the Canonsburg Pottery Co., Smith-Phillips China Co., National China Co., George Bros. Pottery Co., Elite Glass Works, Desmond Art and Novelty Co. and the Corona Cut Glass Co., whose affairs with regard to moving uptown have also been in a state of embryo, for some time, has decided to locate on the third floor of the building, 7 West Twenty-second street, where he has arranged for space twice the size of his present quarters, 71 Murray street, which will afford better opportunities for displaying his lines than he has ever enjoyed before.

On May 1, E. A. Unger, representing the East Liverpool Potteries Co., will move to 139 Fifth avenue. He has leased a part of a loft from J. J. Hines, and will fit it up in first-class style. Mr. Unger has been in the trade for thirty-five years, having started with Cox, Parrish & Unger, at 28 College place. He has been representing the East Liverpool Potteries Co. since 1901, on the retirement of Cox, Parrish & Unger.

### EVERY BUYER SHOULD HAVE ONE.

IN keeping with the progressiveness of the management of the Fifth Avenue Building, well known as New York headquarters for many prominent factories in the trade, an attractive and exceedingly useful folder has been issued, giving a complete list in alphabetical order of the concerns represented in the building dealing in china, glassware, enamelware, metal goods, nickel and copper ware and so forth. In addition to this information one page is devoted to a map of the uptown district which will be found very helpful to the out of town visitor. One of the folders will be mailed to any buyer upon request.

DOING nothing is harder than doing something to the man who wants to "get there."





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
Tips to Dealers Looking for Ready  
Sellers.



### AN INTERESTING BOOKLET.

The Buffalo Pottery has just issued an exceedingly attractive twelve-page booklet in the interest of their well known "Blue Willow" dinnerware line, which gives every bit of information regarding the ware that the buyer could possibly want to know. Excellent colored half tones of every piece is shown, each one being numbered so that it may be readily referred to in the price list. Another feature that will be read with interest by those who like to know the origin of things is the "Legend of Blue Willow," which furnished the inspiration for the design. On the inside of the cover is shown a picture of the concern's complete plant with the large addition recently added for manufacturing china.

### CLEVER TREATMENTS IN DECORATED GLASSWARE.

Manager John Nixon recently placed on display at the local salesroom of the Fostoria Glass Co. some beautiful additions to the factory's line of decorated glassware that are sure to find wide appreciation on account of their unusually tasteful treatment. Besides embodying new conceptions of floral decorations, in which the concern shows a long list of novel items, there are other entirely new decorations in striking color combinations and unique arrangements that are exceedingly clever. Among the new articles are various sizes in cold cream jars, bonbon boxes, mayonnaise sets, etc.

### NOVELTIES IN ORIENTAL GOODS.

Buyers who have not paid a visit to the salesroom of the American Import Co. cannot consider themselves well posted on what is in the market in Oriental goods, for here there are many things to be seen that are distinctly novel and should command the attention of any dealer interested in the booming of his sales in this class of goods. One of the latest additions is an assortment of wood bases used to enhance the beauty of china and art objects. They are shown in teakwood, karan wood, cherry and gold lacquer, in carved and plain styles, that are highly artistic. Then there is an excellent line of lacquered boxes, which, though useful for a variety of purposes, are adorned with tastefully raised gold classic decorations. There is also a gold

lacquered line, which includes vases and flower bowls which may be filled with water without the use of an interlining. Aside from these, special mention should be made of the commendable showing of white china for decorating which is made of a fine quality body in excellent shapes, and in all the most desirable items.

### VARIED ATTRACTIONS IN CHINA AND GLASS.

At the salesroom of I. Silverberg there are varied attractions that the enterprising dealer should see. From the Salem China Co. there is a selection of dinnerware patterns that is very pleasing, including conventional border designs, spray and cluster floral effects, as well as other treatments of the kind that make good sellers. Another is a glass line that features many items of special interest made by H. L. Hoffmeier, manufacturer of high grade light cuttings. In this display there is an array of very different designs in a comprehensive list of original articles and shapes to choose from. Then there is a special assortment of decorated glassware from the Wheeling Decorating Co. that comprises some of the best premium propositions on the market.

### GLASS SPOONS FOR EVERY PURPOSE.

The Hirsch-Malgood Co., Inc., are displaying an array of new creations in glass spoons that are superior to anything ever shown in this line before. There are spoons for many purposes. They are made of plain crystal in combination with orange, emerald, amber, red, and other colored bowls which have square handles as well as twisted effects in Florentine style, also daintily ornamented ones in pretty light cuttings. Another new item that the concern handles is Venetian floral stoppers for bottles, the making of which is a noteworthy achievement for a domestic factory.

### PATENTED LINE FINDS FAVOR.

It is exceptional to find anything so absolutely distinctive in a glassware pattern as the new patented "91" line recently introduced by the Duncan & Miller Glass Co., which is creating a veritable sensation with the trade at the salesroom of Paul Joseph, representative for the factory—especially with the cutters and decorators who find that it affords them an opportunity

to display more than the usual amount of originality in the way of decorative treatment. The design is in a widely separated flute effect carried out in a flared style shape that is very graceful. The number of pretty and salable items in which it may be had will meet with the greatest appreciation. Besides a full line of stemware, there are vases, baskets, candlesticks, covered jars, pitchers, mayonnaise bowls and plates, sugar bowls, cream jugs, custard cups, tumblers, vases and other articles.

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### IMPORTANCE OF KNOWING COSTS.

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THERE are a number of objections in the minds of business men who have not installed cost systems to taking the matter up. One of these is the feeling that exists in the minds of so many that their business is unique and different from any other and that no system could be devised which would give true costs. It is unquestionably true that some lines of manufacture lend themselves more readily to the installation of a cost system than others, but it is also true that no line of manufacture is so complicated that a system cannot be devised which will give reasonably accurate results.

The most common objection is that of the cost of installation and the expense of operation. Many manufacturers are of the opinion that a cost system means an interminable amount of detail and red tape and the assistance of a number of extra clerks. It is true in many cases, that some extra labor may be required, but not to the extent that the manufacturer fears. There is in nearly every office that is not systematized sufficient unnecessary work done to cut the extra work down to a minimum, and, in fact, in some cases where an office has been systematized it has not been necessary to employ any extra help at all. If the manufacturer will look upon a cost system as an investment which he expects to produce for him a fair return in the same manner that an investment in improved machinery would, the objection as to the expense is not a valid one.

Other business men are of the opinion that they do not need a cost system because they know what their goods cost. They may, and a number of them do, have an approximate idea of what their goods cost, but in a large number of instances this supposed knowledge is based on foremen's guesses in advance as to the time necessary to do the work or as to the time spent on the work after it is done. Guesswork is unsafe and poor business practice.

Formerly the necessity for the determination of true manufacturing costs was not as imperative as it is to-day. Margins between cost and selling price in most lines were larger. Costs could be ignored except in a general way and a good return still be made on the investment, but to-day margins of profit in most lines of

trade are very much narrower than formerly, and the necessity for the most efficient management and closest analysis is felt as never before.

It is necessary to-day for the business man's success that he know on what articles he is making a profit and on what he is incurring a loss. Competitive conditions are seriously disturbed where losses on one or more articles are recovered by profits on other articles. It is obvious that a manufacturer should not only know the cost of each article he manufactures, but that he should see that every article manufactured bears its proper share of factory and general overhead.

Most manufacturing plants have grown to a size which renders personal supervision impossible. The only reliable way, therefore, by which an executive can judge of the efficiency of an organization is through a system of periodical statistical reports. These reports can only be accurately obtained when a good cost system is in operation.

New methods are being introduced and improved machinery installed in the factory every day, with a view of reducing costs either by the elimination of waste or by increasing efficiency. It is impossible to know whether the introduction of these improvements will reduce costs unless the manufacturer knows not only what his total cost is, but exactly what items make up the total. Items of cost are frequently lost track of when the total only is considered, while if these items were properly segregated so as to show what they were they could be materially reduced and in some instances eliminated altogether.

A large proportion of manufacturers are not making the money they should. A great number of them are actually losing money.

The purpose of conducting a business is to make money, and the only way to make money is to sell something for more than it costs. The first essential, then, is to know the cost. It is the belief of the commission that the small margin of profit existing in so many of our industries is due to the ignorance on the part of manufacturers of what their goods actually cost to produce. This ignorance causes them to make unprofitable prices, which the manufacturer who does know his cost is forced to meet to a large extent.

Cost is defined as the amount or equivalent paid, or charged, or given for anything; loss of any kind, expenditure, outlay, as of money, time, labor.

This equivalent may be in the form of money paid for material or for labor, or for some one of the many kinds of expense or loss that exist in every manufacturing business. It is apparent that cost consists of three elements, viz., material, labor and expense. The problem is to ascertain the amount of each of these elements, and in order to accomplish this in the simplest and most practical manner the manufacturer has recourse to system. System is defined as a regular method or order, a formal arrangement, or a mode of operation governed by general laws or rules.



## Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-  
ing Glassware, indirect and semi-indirect;  
Domes, Shades, etc.



AN American hurricane lantern is now widely sold in the Aden market, reports Consul Addison E. Southard from that city in Arabia. Competition among retail merchants has developed a practice which at least temporarily increases lantern sales, but is of doubtful benefit to the American goods. The standard American glass chimney with which this lantern is equipped is of excellent wearing quality and costs twelve cents. A chimney of similar style, but of Japanese manufacture is also on the market. It is not nearly so good and it sells for approximately six cents. The lantern dealer buys the Japanese chimney, which he substitutes for the more durable standard American chimney, and offers the American lantern at six cents less than the regular price. Else the dealer sells the lantern at the regular price, although equipped with a Japanese chimney, and guarantees to replace the chimney if broken within a certain time. If the chimney is broken, he replaces it with another of Japanese manufacture and still clears his regular profit. In case the chimney happens not to break he has a larger profit. If the native purchaser were able to read the identifying inscription on the chimney, the scheme would not be as successful. Either the reduced price or the guarantee proposition is a good selling point and an excellent advertisement for the dealer. The effect upon the purchaser of his experience in getting a less durable chimney than he expected is not definitely known, but it is probable that he retains a prejudice against the American lantern which he had believed from former experiences to be a superior quality.

A feature of the Haeger Potteries' display at their local salesroom is a line of vases for lamp mounts. They are shown in a great number of odd shapes and in wonderfully rich soft colorings—such as will gratify the tastes of the most fastidious.

Among the newest arrivals at the salesroom of the American Import Co. are several things that will be attractive to the lamp buyer, including a display of silk shades decorated to match the vase lamp mounts shown by the concern. A particularly dainty one is in Copenhagen treatment done on white silk. Another is a blue

Hawthorne design, shown in an artistic panelled style shade that is very pleasing. Aside from the decorated ones there are many in plain, shirred effects, etc., on which the concern quotes some interesting prices.

The accompanying cut shows one of the lamps that is going big with the Tajimi Co. Its base is of "Awaji" ware in corn yellow, a color that is a distinct achieve-



ment and shown exclusively by this concern. It is wired complete and ready for use and is fitted with a neat shirred silk shade to match, or in another color that harmonizes. It already gives evidence of becoming a popular ornament for the summer home. The lamps are stocked ready for prompt shipment.

The Pittsburgh Lamp, Brass and Glass Co. have brought out an automobile lamp which they have called "Superior." Attached to the windshield, it can be moved so as to throw a beam of light in almost any direction for a distance of seven hundred feet. Being

detachable it can be used, in cases of trouble at night, on any part of the car. It is a low-priced lamp and would seem to be indispensable to an automobile owner. No wonder it is selling on sight, which fact is the best evidence of its worth.

Our old friend, the "Lighting Journal" has gone out of existence. Its managing editor, Norman MacBeth, has become associated with the McGraw Electric Publications, where he will conduct a special department on "Lighting Sales and Methods."

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## AT CHICAGO.

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THE crockery and glass trade of the city was much elated, at the beginning of this week, to learn that there would be no railroad strike after all. The general feeling at the end of the previous week had been pessimistic, and preparations for the worst had been made. With the exception of the threat of a strike, which hung like a pall over the commercial section of the city, business was good last week. Out of town visitors were fairly numerous, and orders by mail and from salesmen on the road were all that could be desired. Better weather brought out large crowds of shoppers, and department store crockery and glass department managers were jubilant over the throngs which visited the store. Housefurnishings, as well as dinnerware and glassware of all kinds, enjoyed an exceptional good movement during the week.

Edward Koch has gone with the Chicago Cut Glass Co.

Tom Gore, who travels for T. M. Schollenberger, was in the city last week to attend the funeral of his father, who died at his home here.

News of a ten per cent advance by several of the big potteries created something of a flurry in dinnerware circles last week. The advance was a little stronger than some of the buyers had been led to expect. The majority of them did not expect an increase of more than five per cent.

Peter Rinkin, buyer of china and glassware for the Boston Store, has been making a strong play on Easter specialties during the past two weeks.

Chicago crockery and glass firms have received a summons from the Chicago Association of Commerce to do everything in their power to further immediate steps toward preparedness.

The cut glass and china clubs are not to be put out of business after all. The enemies of the clubs, dis-

covering that they had a real fight on their hands when it comes to proving that the clubs are doing business in an illegal manner, have abandoned their attacks. The clubs undoubtedly sell a large amount of merchandise which would not otherwise be sold.

J. E. Boring, of the Crooksville China Co., has returned from a road trip in the Middle Western territory.

Tom Smallwood, of the Haviland & Abbott Co., New York, is expected to show up here on his spring trip in a few days, according to his friends.

Department store managers are well pleased over the announcement that the post office department is to continue the tube service.

Among buyers here the past week were. Tom Reed, with Guernsey Earthenware Co.; Frank Gragg, with Gragg & Mielke, St. Louis; George Sedelmeyer, with Crooksville China Co., and F. D. Gilman, with Boston Store, Milwaukee.

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## A REPORT FROM LIMOGES.

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COUNSUL E. L. Belisle at Limoges, France, reports that lack of help and difficulty in obtaining necessary materials has intertered with the china industry. Orders from the United States have been plentiful, but they can only be filled after long delays. A further increase in cost has resulted from increased wages and cost of materials. The exports of china to the United States during the past four years have been as follows: 1913, \$1,534,495; 1914, \$1,134,065; 1915, \$926,360; and 1916, \$1,010,433.

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## IT APPLIES TO CROCKERY AND GLASS.

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THE Court of Appeals has decided that a foreign corporation maintaining only a small office in this State in charge of subordinates lacking much authority is subject to service by the courts in the State, and that it cannot refuse to obey a summons on the ground that it had not been properly served. The case before the court was an action brought by George Tauza against the Susquehanna Coal Co., a Pennsylvania corporation, whose principal office is in Philadelphia. Papers in the action were served upon Walter Peterson, a sales agent in charge of the company's office in the Equitable Building.

The decision, written by Judge Cardozo, says: "In brief, the defendant maintains an office in this State under the direction of a sales agent with eight salesmen, and with clerical assistance, and through



these agencies obtains orders which result in continuous shipments from Pennsylvania to New York. To do these things is to do business within this State in such a sense and in such a degree as to subject the corporation doing them to the jurisdiction of our courts. We hold, then, that the defendant corporation is engaged in business within this State. We hold further that the jurisdiction does not fail because the cause of action sued upon has no relation in its origin to the business here transacted.

"The essential thing is that the corporation shall have come into this State. When once it is here it may be served, and the validity of the service is independent of the origin of the cause of action."

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### YOU CAN'T DOWN THEM.

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LONACONING, MD., March 17, 1917.

*Editor CROCKERY AND GLASS JOURNAL.*

Dear Sir: A sixty mile an hour gale has just blown down the end wall on our practically completed factory building, dropping about thirty thousand bricks and four steel trusses of eighty feet span each into a mess that we cannot see the bottom of.

This occurred at five o'clock this evening, just after all workmen had left and fortunately caused no loss of life, but coming as it does just when we had overcome the disastrous fire we suffered it sets us back on our completion and consequent shipping date.

We are putting this information before you that you may have it at first hand. If you make any mention of the matter, please make it plain that we start in to-morrow morning, Sunday as it is, to clear out the wreckage and that this affects our furnace room only as the style of building we have put up makes each portion of the plant separate and independent. There might be a fire or loss in any one department without touching the other as we have reinforced walls between each section.

Our cutting shop and etching building are unharmed and we are only thrown back on the completion of our furnace room. Yours very truly,

LONACONING GLASS CO.

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### OBITUARY.

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**A**FTER a week's illness, E. D. Bartholomew, an old-time crockery man, died of pneumonia at the home of his son-in-law, J. G. Bixby, Lincoln, Ill., on March 11. When this journal was established more than forty-two years ago, E. D. Bartholomew & Co. were jobbers at Decatur, Ill. They were big buyers, and their patronage was solicited. Twenty or twenty-five years ago the concern failed for a large amount and paid little or nothing. Mr. Bartholomew then became china buyer for the Simonds Hardware Co., and after several years service left in 1908, to open a china department for Wm. Hengerer Co., Buffalo. He remained there until 1912, when he went with B. Nugent & Bros. Dry Goods Co.,

St. Louis. In 1914 he left the trade and went to Spokane, Wash. In 1915 he moved to Portland, Ore., and finally to Lincoln, Ill., where he died. Mr. Bartholomew was a genial, good fellow, understood his business thoroughly, and while there were a few who blamed him for his failure, on the whole, he was highly respected.

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### GLASS PRICES WITHDRAWN.

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**S**OME of the glass factories have notified their New York agents to accept no more orders with promises of delivery before July 1, and that prices after that date are open; which means that goods will be billed at the rate prevailing at date of shipment. Buyers may buy on those terms or they may not. All depends on how badly they need glassware.

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### DEVELOPMENT OF RAW SODA DEPOSIT IN EAST AFRICA.

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**A**LARGE deposit of raw crystalline soda at Lake Magodi, situated in the southern part of this protectorate, near the frontier of German East Africa, has attracted attention in recent years. This lake has an area of approximately 324 square miles and contains from 50,000,000 to 200,000,000 tons of sesquicarbonate of soda. On account of existing soda springs in the lake, the supply is constantly being renewed, and it may therefore be said to be nearly inexhaustible. The raw material must be reduced to soda ash. Analysis of the product shows: Soda crystals, 98.55 per cent; salt, 0.20 per cent; sulphate of soda, 0.10, moisture and traces of impurities, 1.15 per cent.

About five years ago the Maxadi Soda Co. (Ltd.), a British corporation, was formed to take over a 90-year lease of this deposit, with the company under the management of M. Samuel & Co., of London. In 1913 a branch railway line was constructed to connect the Uganda Railway System, thus affording an outlet for shipments at the seaport of Kilindini.

In 1914 the company expected to ship about 80,000 tons and gradually to increase the annual output until it reached 200,000 tons. Just at the time their plans were beginning to materialize, however, the war put a stop to operations. It is believed that active operations will be resumed just as soon as ocean freight rates become normal, or the market price of the product advances to a point which will warrant the payment of the present high shipping charges. The company has been granted a very favorable railway rate from the mines to the seacoast, enabling it to place the product aboard ship at Kilindini for about \$4 per long ton. The ocean rate from Mombasa to New York via Durban or Liverpool is now about \$39 per long ton (2,240 pounds).

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 22, 1917

AS a result of conditions that are well known, the Government has decided to suspend temporarily publication of certain classes of shipping information, including daily reports of the inward and outward manifests of steamers arriving at and clearing from the various ports. For more than forty years we have published weekly the arrivals of crockery and glass and our columns have been eagerly read for this information, particularly since the war began. The omission of this news will be much regretted by our readers, but as it is for the benefit of the country we must all gracefully submit.

### JAPANESE IMPORTERS HAVE THEIR TROUBLES.

THE constantly increasing ocean freight rates are the source of considerable worry to the Japanese importers, cutting into an often very narrow margin of profit to such an extent that it is necessary to advance prices or do a losing business. Notification of an increase of twenty per cent, between the Orient and our Pacific Coast to take effect April 15 has just been received. The direct route via the Panama Canal made an advance of ten shillings per ton of forty cubic feet on February 1, and there are rumors of a still further increase on this route in the very near future. To add still further to their anxiety over the situation, even at these exorbitant rates there is a shortage of ships so that the importers very often have to resort to tramp steamers to bring their goods over. The latter are asking

\$18 per ton of forty cubic feet to the Pacific Coast, and with railroad transportation added to this, it makes the rate almost prohibitive to land the goods in New York. Yet, this is not all, after paying these prices to get the goods here the congestion of freight on the railroads causes delay so that frequently the merchandise arrives too late to fill orders. As an example, one of the prominent importing houses cited an instance where a shipment of St. Patrick's day souvenir goods did not arrive until Tuesday of this week; hence orders were cancelled and the firm have dead stock on their hands to carry over until next season. This state of affairs promises to be repeated on Easter goods. Merchandise ordered in November is somewhere in transit, but the importers are left guessing as to where it is, and when it will reach its destination.

### PERSONAL.

**A**MONG the women buyers coming to New York none is more welcome than Miss Mary Fitzgerald, with Isaac Benesch, of Baltimore. While rather slight in figure she has a clear head and an attractive personality, and is unusually well educated. She has a nice voice with an accent which is partly English and partly Southern, which, with its soft intonation, is always pleasing. She was in New York last week, leaving for home on Friday.



S. O. Ludwig, with the New York office of Louis Wolf & Co., left Tuesday night for Chicago to attend the toy fair. He will probably remain there through the month of April.



Henry Barth was at Albany last week when the local option question was argued. He spoke against the measure.



Fred. Beiswanger has been appointed New York representative of the Colonial Co., potters, East Liverpool, O., in place of Thos. G. Edge, deceased. Mr. Beiswanger will show his samples at 16 West Twenty-third street.



A. P. Doctor, who was able to return to his home from the sanatorium last week after undergoing a very serious operation, is making rapid strides on the road to recovery. He is impatiently striving to regain sufficient strength to enable him to get in harness again. Exceedingly appreciative of the many letters he has received from buyers throughout the State and of the numerous kind inquiries regarding his welfare which came to his office each day during his illness, he desires to express his most sincere thanks through the CROCKERY



AND GLASS JOURNAL. He says he expects to be back at his office very soon just as lively as ever.



Chas. F. Patten, who extols the merits of Koscherak Bros.' goods on the road, returned home on Saturday after spending ten days calling on the New England trade, where he booked a neat amount of business.



David Denton, traveler for the blank line of H. C. Fry Glass Co., made a brief stay in New York the latter part of last week, calling on some of the trade in this section, as well as seeing several of his personal acquaintances.



Frank Merry, president of the Indiana Glass Co., Dunkirk, Ind., was a caller last Friday at the salesroom of the New York agents, Horace C. Gray Co., to discuss matters pertaining to local conditions.



Wm. Albert, salesmanager for C. H. Taylor, arrived home Monday morning after spending the week end at Norwich, Conn., on a visit to his brother, who has been critically ill with pneumonia.



Wm. Marcus, of the Koscherak Bros.' sales staff, who has been on a trip up the State for the concern, does not fancy the idea of walking on railroad ties, and when the country-wide strike seemed imminent he lost no time in beating it back to good old New York. Arriving here he found the trouble was over and immediately left again to complete his trip.



Herman C. Kupper's traveling force left on Monday night for their respective territories. Leonard Stock goes to the Middle West, E. W. Schulz, South, and E. Weber to Baltimore, Washington, and thence to Boston. Arthur Renz, of the office force, will accompany Mr. Weber on his trip to get a little practical experience of selling goods on the road.



H. B. Caldwell, of Caldwell & Jennings, Frederickton, N. B., is in town this week placing import orders. He is registered at the Hotel Astor. With regard to trade in his city he says there is plenty of business as people have lots of money and are spending it.



Frank A. Montei, manager of the china and glassware departments for G. Fox & Co., Hartford, Conn., whose store was recently destroyed by fire, is doing business under difficulties these days. His departments are now located, along with the ribbons and other things, in the concern's warehouse, near the site of the old store, which, in conjunction with an adjoining frame dwelling, is being utilized for retailing. Despite the disadvantages under which Mr. Montei is laboring and

the fact that his departments are cramped for lack of room he is doing a good business. The firm is erecting a spacious one-story brick building, on a plot which they own, to be used temporarily until the handsome new establishment now in course of construction is completed.



Bernard Wicke, of the Cox & Lafferty bowlers, who were defeated by the New Rochelle Club, of which F. E. Bermas, buyer for the McCreery store, is captain, thinks he can bowl just as well as the best of them, and to prove it expects to challenge Mr. Bermas himself for a game, the loser to take the members of both clubs to dinner.



C. T. McKenna, of the McKenna Bros.' Sales Corporation, is showing his lines of cut glass, etc., at the Parker House, Boston, this week.



J. Duncan Dithridge, representative for the Bryce Bros. Co., returned to his desk Monday morning feeling in prime condition, after spending two weeks at the beautiful and healthful winter resort at Pinehurst, N. C. Of course golf figured largely in making his stay enjoyable.



J. J. Hines is killing two birds with one stone in Boston this week—showing his lines at the Boston Sample Rooms, and also paying a visit to his son who is a student in one of the colleges there.



James Shaw, secretary of the Canonsburg Pottery Co., was a visitor during the first half of the week in New York, making his headquarters at the salesroom of the firm's local agent, H. Benedikt.



James Carson, of the Carson Crockery Co., Denver, Col., who has been in the market placing orders for his concern, left for home on Tuesday, intending to stop off at the potteries in the East Liverpool district en route.



J. Meredith Miller, who has been making a trip that embraced stops in the New England States and the Middle West with the Maddock & Miller lines, returned to headquarters on Monday, well pleased with the results of his efforts.



Leon Neubrik, buyer for Crowley, Milner & Co., Detroit, Mich., left for home on Thursday after a week's stay here making purchases for his departments. Mrs. Neubrik accompanied him on his trip.



L. J. Rissmann, with the Dohrmann Commercial Co., San Francisco, leaves for home late next week. He has been here two months, and while he likes New

York well, he likes San Francisco better. M. K. Linder, who has also been here more than two months, will return to the Pacific Coast shortly after Easter.



A. Binswanger, accompanied by Miss Haggerty and Miss Abrams, arrived in town last Friday to buy for Jos. Horne & Co., Pittsburgh. They left for home on Tuesday night.



E. J. Ridgway came back to his desk this week after an absence of about a fortnight. He had overworked himself and was told by his doctor he must take a rest. He is all right now.



Maurice Caro was elected this week by the stockholders to the Board of Directors of the Mitchell, Woodbury Co., Boston,



Louis Cruveilher, with L. Bernardaud & Co., who is here on a three weeks furlough, will leave on the next steamer which sails for Bordeaux, as his time is up.

AMERICAN DIRECTORY FOR RUSSIA.

THE American-Russian Chamber of Commerce has just issued an American directory for circulation in Russia. The compilation, which is in the Russian language, contains, in addition to the directory of American manufacturers, an extensive introduction dealing with the commercial relations between the United States and Russia, American political institutions, economic history and present economic conditions in the United States. It also contains extracts from the customs tariffs of the United States and Russia covering the chief articles of commerce between the two countries. Further information in regard to the publication may be obtained from the American-Russian Chamber of Commerce, 60 Broadway, New York City.

THE GEOLOGY OF GAS ACCUMULATION.

MOST of the wells in the Cleveland field draw their supplies from the so called Clinton sand, a productive reservoir of gas that lies in a belt extending southward through the east-central part of the State. Although no evidence has yet been found to show that the Cleveland field is directly connected with these fields, it is at the northern extremity of the same structural belt and is geologically related to them. During the latter half of 1915 the Cleveland field was extended somewhat to the southwest into a region where prospecting is now most active. A small pool has been exploited just south of Berea, which lies 14 miles south-

west of Cleveland, and further extensions in that direction would connect the Cleveland field with the belt of fields to the south.

Geologic structure has evidently been the broad controlling factor in the accumulation of gas in the Cleveland field, though the porosity of the gas sand has also played an important part. A knowledge of the factors that have led to the accumulation at Cleveland should be of value to those who are attempting to find extensions of the field.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

E D Stauffer, t, May Co, Cleveland. 37 West 26th.

Miss M Hill, hf, Reid & Hughes, Norwich. 404 Fourth ave.

J W Waldorf, hf, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

P Kaufmann, t, C A Kaufmann Co, Philadelphia. 1140 B'way.

S J Watts, hf, Woodward & Lothrop, Washington. 334 Fourth ave.

B G Twitchell, hf, Callender, McAuslin & Troup Co, Providence. 230 Fifth ave.

Miss Nudd, t, W Filene's Sons Co, Boston. 116 West 32d.

W J Moreland, hf, E Malley Co, New Haven. 220 Fifth ave.

AMERICAN POTTERY ADVANCED.

TELEGRAMS were received in New York on Friday from the pottery districts stating that crockery prices were advanced from that date to thirty percent plus on the list, instead of twenty per cent. In other words there is an advance of ten percent.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

to	Shipments week end'g Feb. 27, '17	Correspond- ing period 1916	Exports Jan. 1st to Feb. 27, '17	Correspond- ing period 1916
Boston . . . . .	3	3	486	566
New York . . . . .	301	79	2198	1401
Baltimore . . . . .	6	17	424	708
Philadelphia . . . . .	15	15	113	143
New Orleans . . . . .	....	3	12	28
Newport News . . . . .	....	....	....	....
San Francisco . . . . .	6	....	147	178
Portland, Me.. . . .	9	77	323	120
Galveston . . . . .	....	....	....	....
Portland, Ore.. . . .	....	....	20	16
Inland Points.. . . .	....	....	29	74
Total..	340	194	3752	3234



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

Although the glass manufacturers and workers have agreed upon a summer idle period of two weeks effective Monday, July 2 next, it is possible that factories may have to close for an indefinite period before that time on account of the railroad situation. It is pointed out that in this event, the union officials will grant factories the right to operate steadily during the summer as was the case two years ago, following a long idle period. Should the carriers be unable to accept shipments or make deliveries of raw materials, there is reason for believing that the fires will have to be withdrawn temporarily at least. Should this condition arise, and the factories be forced to close, manufacturers say that there will be no difficulty in rescinding the two weeks' summer holiday edict. There is not a buyer of glassware in the country who can not realize at a glance just what the glass manufacturers have to contend with.

There is particularly no end to the demand for glassware of all kinds. Even what little common ware is being manufactured is having a ready sale. But the manufacturers are not confining their efforts to the manufacturing of the cheaper lines. It is pointed out that buyers nowadays are demanding a better grade of ware—especially department stores, and that efforts are being centered on these molds.

At the annual meeting of the National Association of Pressed and Blown Glassware Manufacturers, held in the general offices of the Association here, the following officers were elected for the fiscal year: President, E. J. Barry, Toledo, O.; vice-president, M. W. Gleason, Brooklyn, N. Y.; treasurer, James D. Wilson, Tarentum, Pa.; secretary, John Kunzler, Pittsburgh, Pa.; assistant secretary, Charles E. Voitel, Jeannette, Pa. This was the re-election of the incumbents. A number of wage disputes of long standing were amicably adjusted at the meeting.

Never before were glass manufacturers so much at sea concerning the future as they were last week. Traf-

fic managers were besieged with wire and letters from buyers wanting information as to when shipments were likely to be made. Information at hand was that certain Western roads were refusing to accept any merchandise whatever, except at either owners' or shippers' risk. The Pennsylvania lines west of here announced an embargo on all cars except those carrying live stock and perishable food. Quite a lot of raw materials used in the manufacturing of glass comes from the West, and for the time being, there is no assurance of delivery of any cars enroute.

Glass salesmen who have started out on late spring trips have been ordered home in several instances. "There's no use for the boys to be out when we do not know where we are at," commented one manufacturer.

Southern jobbers and buyers, located in the lower Ohio and Mississippi Valleys would be in a happy state just now if there were a regular packet service between Pittsburgh and New Orleans. For a whole year no boat has operated between these two points.

Large canners who use glass containers for their products have been active in an effort to place contracts for current year requirements. Capacity of these lines in some plants has been about exhausted. Prices are higher than ever before, but the buyers are willing to pay, if they can secure the merchandise.

Ohio glass manufacturers lauded the statement of Governor James Cox at Columbus the evening of March 15, when he said in public that "unmindful of what executives of other States would do in the event of a railroad strike he would declare a state of martial law, and see to it that the railroads were operated."

Apathy is reported in the lighting glass trade just now. Sales managers announce that while some good business is in sight, prospects of immediate orders are not very favorable.

George Dapp this week opened a new wareroom for the Koehler Produce Co., at No. 51 Eighteenth

street, the lease on their late quarters on Twenty-first street having been taken over by Andrews Bros. Co. The Koehler company will continue to operate as formerly receiving both car lots and express shipments.

Letters continue to be received by glass manufacturers in this territory from foreign points, asking for quotations on all kinds of glassware. General lines are being sought by South and Central American buyers. Not a few of the letters being received seek appointments as district representatives.

The glass manufacturers using oil for fuel are pleased that the railroad strike has been averted. Several manufacturers using this fuel say that their reserve supply is very low, because cars in transit have been held up.

The plant and equipment of the Haskins Glass Co., of Martins Ferry, O., was sold March 12, by Trustee A. L. Bumgardner, of St. Clairsville, to Albert M. Schenck for \$25,500 the plant bringing \$21,000 and equipment, \$4,500. Mr. Schenck made no plans for the future operation of the plant, but it is reported that another deal will be made shortly whereby the plant will be taken over by a well known glass firm.

## HISTORY OF THE WORLD-FAMOUS PORTLAND VASE.

ONE of the most famous and beautiful of the vases that have survived the vicissitudes of many troubled centuries was discovered about three hundred years ago in a sepulchral mound known as Monte de Gravo, situated on the Frascati road, two and a half miles from Rome.

Between the years 1623 and 1644 this mound was excavated by order of Pope Urban VIII (Maffeo Barberini). In the vaulted chamber of the mound was a marble sarcophagus of the early part of the third century of our era, and within the sarcophagus was a vase containing the ashes of the Emperor Alexander Severus and his mother, Julia Mammaca.

The vase, remarkable at once for its beauty of design, its material, and its workmanship, was placed in the Barberini Palace, whence comes the name—Barberini Vase—by which it was at first and is still widely known.

Unlike nearly all other surviving antique vases, this one is formed neither of clay, marble, or bronze. Its material is glass, and it has the appearance of agate or onyx, for it is composed of two layers, a very dark blue—almost black—on which is superimposed a stratum of semi-opaque white, in which the figures on the vase are molded in relief against a dark blue ground. The white portion appears to have been applied to the body of the vase in a soft state and fused to it by fire. After-

ward the figures of the design were cut in this white band in the usual manner of cameo work.

The subjects of the designs have been much in dispute. It is thought by some authorities that they illustrate the myth of Leda and the Swan. A more probable view is that the two designs on opposite sides of the vase depict scenes in the courtship of Peleus and Thetis; one group showing their meeting on Mount Peleus, and the other picturing the acceptance of Peleus by Thetis, Poseidon and Eros appearing in the scene.

On the bottom of the vase is the bust of a youthful figure, supposed to be that of Paris, who wears a Phrygian cap. This figure has no apparent relation to the principal designs. The vase is nine and three-quarters inches high by seven and a quarter inches in diameter.

About the year 1782 the vase was acquired by Sir William Hamilton, at the price of five thousand dollars. The purchaser admired it exceedingly and declared: "Except the Apollo Belvidere, the Niobe, and two or three others of the first-class marbles, I do not believe that there are any monuments of antiquity existing that were executed by so great an artist. I have no doubt of this being a work of the time of Alexander the Great. It was probably brought out of Asia by Alexander Severus, whose ashes were deposited therein after his death." This view, however, is disputed, and preponderant authority assigns the vase to the century immediately preceding the beginning of our era.

In 1785 the vase was sold to the Duchess of Portland for a sum exceeding the original price paid. Since then the vase has belonged to the Portland family, and has become most widely known as the Portland Vase.

On the death of the duchess this vase, with other of her personal effects, was sold at auction. Among the most active bidders for its possession was Josiah Wedgwood, the famous potter. His chief competitor was the Duke of Portland. When Wedgwood had bid five thousand dollars the duke approached him and begged to know his object in desiring to secure the vase.

"I wish to copy it," was the reply.

"Then, if you will give over bidding," said the duke, "I will let you have the vase as long as you like, that you may effect your object."

The proposal was accepted, and the duke became the purchaser of the vase for \$5,125.

After studious and painstaking efforts occupying about one year, Wedgwood produced a replica that satisfied the critical judgment of the most eminent artists of the country. He himself regarded it as his masterpiece. He engaged to produce fifty copies of his work, which were subscribed for at two hundred and fifty dollars each. It is not certainly known whether fifty copies of this original series of replicas were actually produced. Only about twenty can now be traced. One of these was sold for \$1,025.

In the year 1810 the fourth Duke of Portland de-

*Continued on page 22.*



*Theodore Haviland*

*Limoges.*  
FRANCE.

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THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE

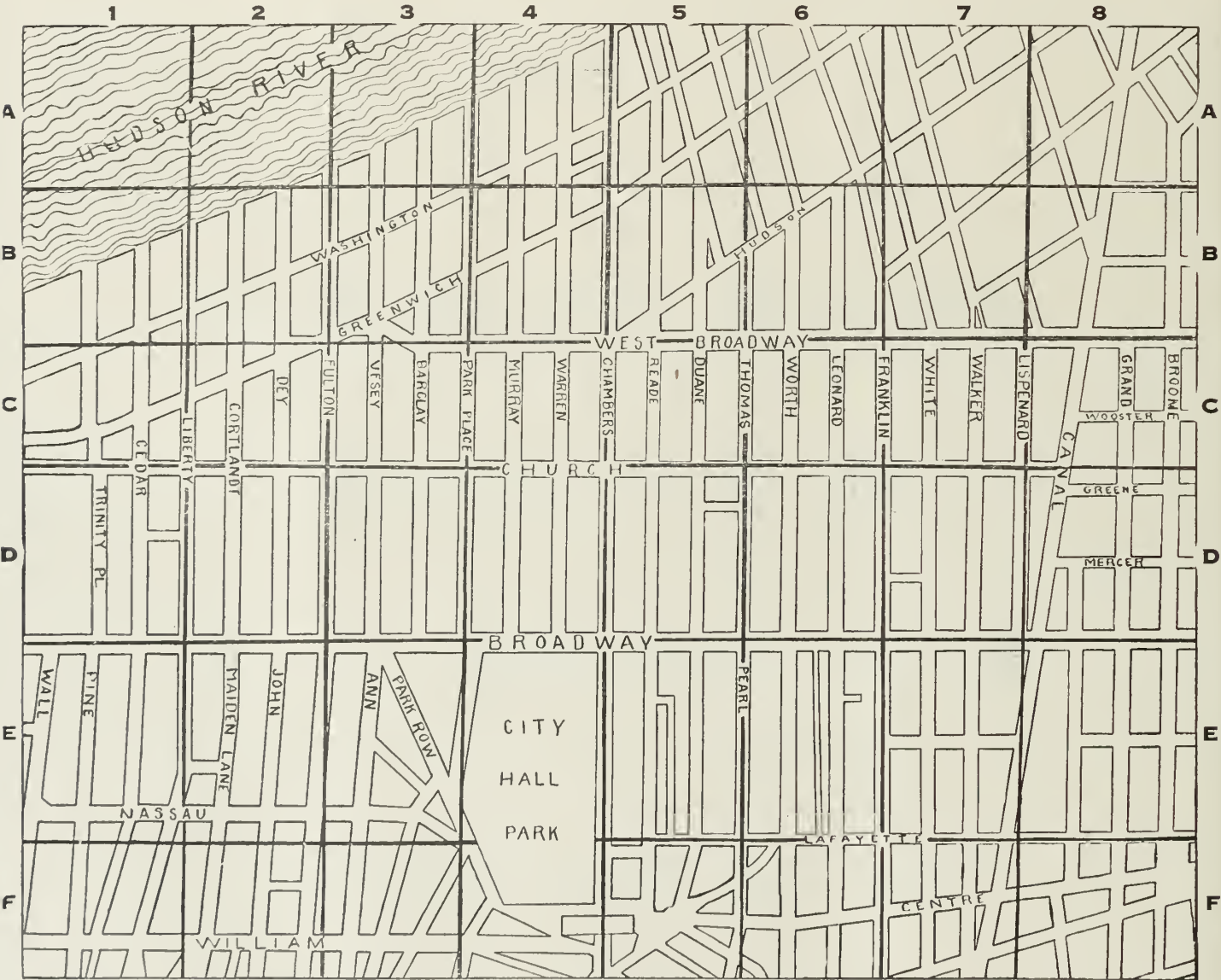


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posited the vase, as a loan, in the British Museum. There it remained, the object of universal admiration and in supposed absolute security until one memorable day, February 7, 1845, when a man whose name is better forgotten than remembered, after gazing at the vase for a time, suddenly hurled at it some heavy object by which it was shattered into numerous fragments. The author of this mad, vandal crime being regarded perhaps as mentally unbalanced, was permitted to escape by the payment of an inconsiderable fine.

It would seem that this priceless work of art was now destroyed beyond hope of remedy. The curator of the department, Mr. Doubleday, would not so regard it, however, and shortly set about the seemingly impossible task of restoration. So tireless was his patience and so consummate his skill that his efforts were crowned with astonishing success. The vase is now to be seen, under a glass case, in the coin room of the museum, and viewing it at a little distance no one would suspect that it had suffered an injury so desperate and wanton.

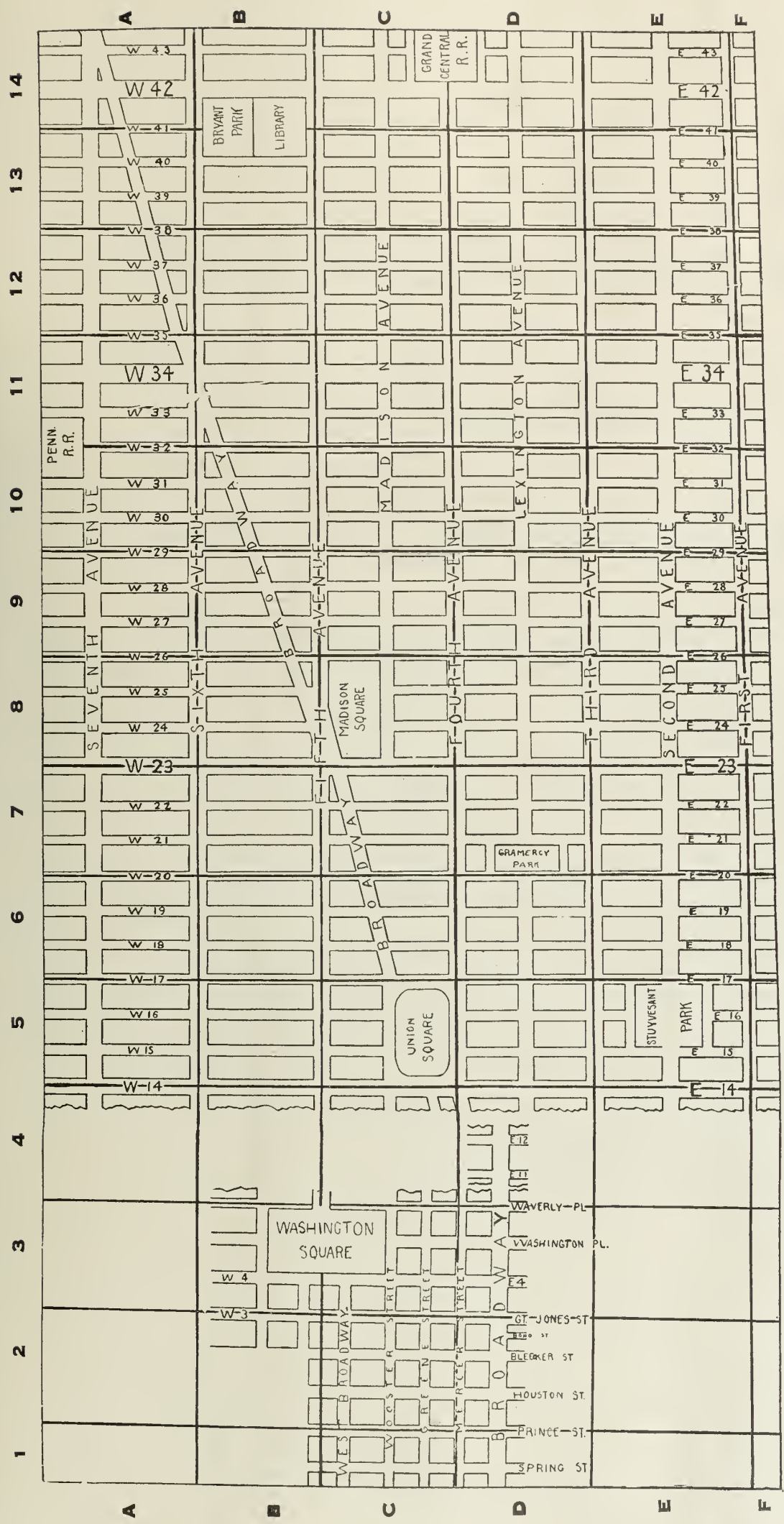
Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place....	C 4	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C
Benedikt, H., 71 73 Murray St.....	B 4	Honesdale Decorating Co., 36 Murray St.	C 4	Roessler & Hasslacher, 100 William St...	E 2
Bernardaud, L., & Co., 46 Murray St.....	C 4	Hines, J. J., 25 West Broadway.....	B 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Cambridge Glass Co., 52 W. B'way.....	B 4	Kupper, Herman C., 52 Murray St.....	C 4	Tarentum Glass Co., 25 W. B'way.....	C 3
Davison, John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tharaud, Justin, 25 W. B'way.....	3
Dorflinger, C. & Sons, 36 Murray St....	C 4	Miller, Edward, & Co., 68-70 Park Place..	C 3	Vogt & Dose, 65 Barclay St.....	C 3
Dreese & Miller Glass Co., 92 W. B'way.	B 4	Potomac Glass Co., 66 W. B'way.....	B 4	Williamsburgh Flint Glass Co., 96 Park Pl.	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4				
Postoria Glass Co., 66 W. B'way.....	B 4				
Friedlaender, Oscar C., 40 Murray St....	C 4				



Locations of Firms in the Uptown District.



- Bing, F., & Co.'s Successors, 67 Irving Pl. D-6  
Bloch, L. D., & Co., 133 Fifth ave. C-7  
Boote, E., 35 W 23d. B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. B-8  
Bryce Brothers Co., 240 Fifth ave. B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way B-9  
Bergen, J. D., & Co., 239 Fifth ave. C-9  
Brecht, Albert J., 31 Union Square. C-5  
Colonial Co., 145 W 18th. A-6  
Cox & Laferty, 1140-1146 Broadway. B-9  
Deia Croix, C. I., 19 Madison ave. C-8  
Dohmann Commercial Co., 85 Fifth ave. C-6  
Fry, H. C., Glass Co., 200 Fifth ave. B-8  
Fondeville & Van Iderstine, 85 Fifth ave. C-5  
Gillinder & Sons, 19 Madison ave. C-8  
Gray, Horace C., Co., 200 Fifth ave. B-8  
Gredelue, A., 129-131 Fifth ave. B-7  
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Guernseyware, 16 W 23d. B-7  
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Haviland & Abbot Co., 95 Madison ave. C-9  
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Koscherak Bros., 129-131 Fifth Ave. C-6  
Lancaster Glass Co., 200 Fifth ave. D-8  
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Mogi, Mononoi & Co., 105 E 16th. D-5  
Morimura Bros., 53-57 W 23d. B-8  
Mailbrunn Co., 40-42 East 17th. C-6  
Noe, Wm. R., & Sons, 53-55 W 21st. B-7  
Pairpoint Corporation, 43-47 W 23d. B-8  
Phoenix Glass Co., 230 Fifth ave. B-9  
Plume & Atwood Mfg. Co., 30 E 42d. C-14  
Pitcairn, W. S., 104 Fifth ave. B-5  
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. B-8  
Roseville Pottery, 621 Fifth ave. C-5  
Sraub, Paul A., & Co., 105-107 Fifth ave. C-5  
Tajimi Co., 597 Broadway. D-2  
Torlotti, E., 35 W 23d. B-8  
Takito, Ogawa & Co., 101 Fifth Ave. C-6  
United States Glass Co., 24th St. & B'way. B-8  
Venon, J. H., Inc., 104 Fifth ave. B-5  
Van Gieckland Co., Inc., 110 W 40th. A-13  
Wedgwood, K. L., 133 Fifth ave. C-6

BUSINESS BRIEFS.

The Bayonne Dept. Store, Bayonne, N. J., has been incorporated with a capital of \$125,000.

The Reading Toy Mfg. Co., Wilmington Del., will manufacture toys. Capital of \$150,000.

The department store of Townsend Bros., Nyack, N. Y., was damaged considerably by fire on March 17.

P. F. Volland Co., Dover, Del., has been incorporated to manufacture toys, novelties, art goods, etc. Capital \$750,000.

Multikratt, Rochester, N. Y., will manufacture housefurnishing goods, glass, crockery, etc. Capital \$200,000.

The National Products Mfg. Co., Newark, N. J., has been incorporated to manufacture glassware,

crockery, silverware, etc., with a capital of \$100,000.

Snider & Alber, Logansport, Ind., have disposed of their stock, which is being closed out by the purchaser. John Alber will continue the wholesale end of the business.

A firm in Peru is in the market for cheap china and glassware. Quotations should be made c. i. f. Callao, if possible; otherwise f. o. b. New York. Correspondence should be in Spanish. Reference.

A fire in the building where J. Milton Allen, Bar Harbor, Me., had a store, was burned on March 10. Mr. Allen suffered a heavy loss principally by water and smoke. He was insured.

A. W. Robinson Co., Brockton, Mass., have gone out of business and sold their entire stock to the James

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

*Continued from page 24.*

Edgar Co. It is said that the stock invoiced \$80,000 and was closed out for \$45,000.

\* \*

Metropolitan Five to Fifty Cent Stores, Inc., will conduct stores in all parts of the world. Capital \$2,000,000. The incorporators are: Samuel B. Howard, A. W. Britton and L. H. Gunther, New York.

Effort, which promises success, is being made by the Board of Trade of Frostburg, Md., to establish a glass factory in that city. The Knights of Pythias are aiding the movement, and a prominent citizen has said he would invest \$20,000 in the plant. In all \$70,470 out of \$100,000 has been subscribed.

\*

Miller & Rhoads, Richmond, Va., are making additions to their store, which will nearly double their present space. They expect to have a formal opening on Easter Monday, April 9. Many changes and improvements will be made throughout the establishment, including the china department, which will be enlarged but will be in the same location.

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### TO MANUFACTURERS.

**A**N exceptional opportunity is offered to manufacturers of high-class china, glassware or housefurnishings who are looking for a representative in New York and Eastern territory by manufacturers' agent controlling high-class line at present who is in a position to add several lines. To concerns looking ahead, this is a splendid occasion to secure a high-class representation. Have sample rooms, warehouse and sales force. Address A 119, this office.

### SITUATIONS WANTED.

**W**ANTED—Position on road by man thirty-two years old who has had ten years' experience selling glass, crockery, toys, housefurnishings, Japanese and German imports. Last few years has called on jobbers and department stores only. Would prefer western territory or consider position as buyer. Address A 121, this office.

**S**ITUATION WANTED. Young lady wishes position to take care of china or glass display room. Experienced. Selling ability. Also office experience. Address A 123, this office.

### HELP WANTED.

**W**ANTED—A representative for New York City, Brooklyn and the State of New Jersey, on commission basis only, by a large concern manufacturing a line of brass art goods, electric portables and mahogany novelties. Must be acquainted with the department store, furniture and housefurnishing trade and must be a live wire. Address A 122, this office.

### FOR SALE.

**S**IX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern.	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN	"
The PONTRACINA	"
The VALENCIA LACE, Hotel.	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGNORIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	"
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain. Crossed Swords brand	"
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

Stock Patterns which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 29, 1917.

## THE CONDITION OF BUSINESS.



**New York** The activities of the trade are now transferred to the road. Very few arrivals of buyers are reported. While many recent visitors have gone home there are still some prominent men lingering in the city. Comparatively few salesmen, however, are traveling and they are not doing it so much to solicit business—although it is their habitual practice to do so—as to keep in touch with their customers. These men, knowing that their firms are sold up, cannot resist the temptation to urge people to buy. Both the buyer and seller know that deliveries will be uncertain, but nevertheless, the buyer needs goods and the seller cannot refrain from exploiting his wares.

Mail orders continue to come in with regularity and considerable volume and are sufficient in themselves to absorb any surplus stock that may be on hand.

The arrivals from Europe have been very few the past week. How big they were cannot be reported on account of the government interdict against the publication of such statistics, but it is known that very little china has been received. The importers are not expecting much, as every condition is unfavorable to manufacturing and transportation.

Manufacturing conditions have improved somewhat, but the same old cry is heard—lack of help and uncertain shipments. The volume in the glass trade has fallen off a trifle, but there seems to be no diminution in the orders for crockery. The recent advance of ten per cent on the latter did not create a ripple as it was expected and the only comment made was on the

fact that it was postponed so long. The price of crockery to-day is thirty per cent above ante-war prices and it is very questionable if this will cover additional expenses for raw materials, the raise in wages and the excess of overhead charges occasioned by loss in production. It is more than presumable that the potters are not making any more, if as much, money as they would if they were doing an equal amount of business in normal times. There may be exceptions, but, as a rule, the potters have not profited by the increased volume of trade.

Retail business continues to be very good in spite of the near approach of Easter, which usually reduces the demand for household goods in favor of articles of personal adornment. The "Easter lull" this year is not as marked as usual. This is true not only in New York, but in the whole country. Our reports to this effect have been confirmed by conversations with some of the buyers still left in the city who are in communication with their home offices. They tell us that recent advices from Western points indicate an unusually brisk business.

Prophesying at this juncture would be a futile and unprofitable task. Should we become actively engaged in war naturally much confusion would exist at manufacturing points. Since the President has issued a call for recruits many will leave the factories in response to the country's call. The existing shortage of labor may become acute and a falling off in business is likely to result. Experience, however, proves that ere long these conditions will be remedied and business will boom, provided the war lasts any length of time. Im-



mense amounts of money will be put in circulation, with consequent rise of prices. Of course there is no telling how long such a condition will continue, but the day of adjustment is bound to return.



**Pittsburgh and Vicinity** While glass manufacturers have a heavy volume of orders on file, serious trouble is being encountered in manufacturing. Inability to secure transportation, materials and adequate help is hampering the trade; consequently prices have again advanced. The number of orders coming in are not as heavy as they were a month ago, but certain buyers have placed some exceptionally heavy demands for goods. What is lacking in the number of orders, therefore, is made up in volume. What effect the war situation will have on the manufacturing interests cannot be forecasted by the manufacturers. More difficulties may be encountered in securing raw materials.



**East Liverpool and Vicinity** While activity continues in the domestic pottery trade, manufacturers are practically at their wits' end in trying to maintain sufficient supplies of raw materials. Prices of the latter have evinced marked advances within the last few days. Selling prices of finished products have also been advanced, but a date of guarantee is now established. Some plants are entirely out of certain materials, and are unable to obtain more. Very few salesmen are on the road, but mail orders continue to come in. Manufacturers are anticipating an advance in freight rates, due to the settlement of the recent railroad conferences. This will affect both manufacturers of raw materials and buyers of finished products.

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#### ALL IN THE WAY OF TRADE.

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WHOLESALE and importers do not like to supply the ultimate consumer directly, but there are times when it is necessary. As a rule, the people who are sent in by the retail dealers are hard to please, want "wholesale prices" and are a nuisance generally, and sometimes it is hard to put up with them. One day last week a handsome limousine with a liveried chauffeur stopped before the quarters of a certain importer. Now the hall entrance to his floor is neat and clean and of fairly good proportions; the elevator is a good one, run by a very respectable colored man. But when a dog ushered two ladies into that elevator one would have thought from the behavior of the women that they were afraid of being contaminated. Having reached their destination they presented a card from the dealer, were courteously received, and were asked what they

wanted to see. Judging from the incidents of the next hour they wanted to see everything in the place. At least the dog did, for although held in leash, there was nothing in that wareroom that he did not lead his mistress to. Oh yes! they bought, but the retailer got the profit, and the time spent in making the small sale could have been spent to much better advantage by the importer. He could have sold a regular dealer in the regular way more goods in five minutes. But it's all in the way of trade.

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#### TO REVIVE CHINESE ART.

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EFFORTS are being made in China to revive the ancient Chinese art of porcelain manufacture, which has fallen seriously behind in recent years. One of the main causes of this is the system of local taxation. On porcelain from the most famous of Chinese porcelain making centres, the most inaccessible town of Kingtehchen, in Kiang-si Province, for instance, the "likin," or tax, has to be paid no less than eighteen times on the way to Shanghai for export, to say nothing of other duties levied en route.

A reform of this state of affairs is being earnestly advocated by the National Trade Protection Society in co-operation with the Porcelain Trade Guild. In addition to their efforts to secure better conditions as regards taxation these organizations are also making plans for restoring the old designs and quality of the porcelain product.

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#### AT PITTSBURGH.

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GLASS and pottery salesmen, who have made headquarters at Fort Pitt Hotel here for years, will learn with regret that Brown Stahl, its manager, has sent in his resignation, to take effect April 1. He is a Harvard graduate and is well known throughout the country. Harry Stewart, formerly chief room clerk at the Fort Pitt, becomes assistant manager at the Hollenden, in Cleveland, April 1.

\* \*

Thomas Butcher, of the Central Glass Co., showed the lines of this factory here a few days ago, opening at the Fort Pitt.

\* \*

Ben Feldner opened up at the Hotel Anderson early in the week, but was hampered by the non-arrival of his sample trunks, which had been shipped by express from Cleveland, but became lost en route.

\* \*

On account of Frank & Seder taking the lease on the site occupied by the J. G. McCrory store on Fifth avenue, the McCrory people will have to seek another location in that district.





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
Tips to Dealers Looking for Ready  
Sellers.



### AN EXCELLENT LINE OF COOKING GLASSWARE.

Special features incorporated in the H. C. Fry Glass Co.'s new cooking glassware are destined to make it very popular with the dealer because it is sure to prove highly satisfactory to the consumer. One of the features greatly appreciated by the housekeeper is the high polish given the inside surface of the articles which prevents anything cooked in them from sticking. All of the most wanted items in combination cooking and serving dishes are shown in shapes and sizes that are very practical. Frederick Skelton represents the line in the local market with the exception of the mounting and manufacturing trade, which is looked after by H. C. Taylor. An inspection of the display made at the salesroom of either of these representatives is sure to prove exceedingly interesting.

### IMPORTED EASTER NOVELTIES.

Louis Wolf & Co. have on exhibition samples of Easter novelties imported from Japan. The line is very long and includes the items which are distinctively accepted as Easter goods. There are chickens, roosters, rabbits, eggs, baskets, candy boxes and baskets, and a large assortment of small articles suitable for gifts. Among these is a feathery contrivance with a "blow out," which discloses a hen on her nest. Some of the candy boxes are very pretty and the baskets are exceedingly attractive. There are also some Christmas goods and favors for St. Patrick's Day, which it is hardly necessary to say are green in color. The firm will make a big exhibit of toys at the Chicago Fair beginning April 2.

### A GREAT IMPROVEMENT.

A surprise is in store for visitors to Edward Miller & Co.'s New York wareroom, and when they see the improvements that have been made and the new goods that are shown, they will concede more than ever that this house is keeping abreast of the times. A good sized room has been partitioned off for the purpose of showing their newest electrical lighting devices. The room has handsome maroon paper on the walls and a heavy velvet carpet to match. Over the door is a grill work in white. From the ceiling the fixtures are

suspended at sufficient distances apart so that each one can be lighted by itself, thus showing how it will look in private homes. On the walls the brackets are displayed in the same way, and when a ceiling fixture has a bracket to match they are shown in juxtaposition. All the goods in this room are new. They are artistically designed—some in colonial, some in period, and some in conventional styles. They are all made and finished in the careful way which characterizes all this firm's work, and while high grade as regards designing and workmanship they are priced to meet the demand of a medium class of trade.

### FOR IMMEDIATE DELIVERY.

Haviland & Co. have a small lot of fancy china—consisting of cake plates, compotes and things of that kind in stock and ready for immediate delivery. As it is all good and the quantity is not very large, it will soon be snapped up.

### GOLD DECORATED CHINA.

Besides an interesting display of glassware decorated with their attractive cameo etching, the Bonita Art Co. have sent Malone & Nicholson, New York agents, a line of all-gold decorated china that is an excellent proposition for the better class trade. It is a line of quality throughout, Limoges china in exclusive shapes being used, while the covering of gold is of 24-karat. Two finishes are employed—bright and matt—and each is shown in a complete assortment of useful and beautiful items. Some of the articles are tea sets, chocolate sets, dresser sets, smoker's sets, vases, salts and peppers, cake plates, bread trays, candlesticks, and olive dishes.

### CLEVER DESIGNING.

As the latest products of the Toledo Star Cut Glass Co., specialists in exclusive light cuttings, Wm. D. Finke, their New York agent, is showing some new designs that are the last word in cleverness, one of them being particularly noteworthy. This is known as the "Marigold" and shows a continuous dull leaf border, enclosed between double lines, and broken here and there by a combination of dull and polished flowers. From each flower extends a long leaf with double lines which are again employed advantageously,

This design is specially graceful in stemware and shows up the prettily shaped bowls of the glasses in a fashion that is very effective. Besides stemware there are tumblers, vases, jugs, etc.

#### REAL NOVELTIES.

Herman C. Kupper offers to the trade a line of distinctive novelties that are really new and beautiful examples of hand-carved wood figures. They come from the Bernese Oberland, high in the alps of Switzerland, a district long noted for the skill of its wood-carvers. Specimens of their handicraft have been freely purchased by visitors from all over the world, but have never before been shown in this market. The trade is heavily indebted to Mr. Kupper for introducing these carvings. In the illustration on another page a score or more of the figures may be seen, but the picture does not reproduce the delicacy of the work nor the life-like appearance of the faces. Those specimens we have seen are exceptionally good, both in point of execution and colorings.

#### A NEW BLACK AND GOLD TREATMENT.

Several unusually attractive additions to the Crooksville China Co.'s line of dinnerware patterns have just been put on display by A. H. Hays, the firm's New York representative. Standing out prominently as an excellent example of good taste is a narrow black band over which is applied a dainty gold design extending over the band at certain intervals. Another which is worthy of special mention is a broken border effect following the Chinese style of decoration, consisting of an odd floral conception in charming colorings on a black background with edging of gold; full matt handles add to the richness of the pattern. Also very delicate is a continuous small pink rose design outlining a border which shades into a deep cream. These with others, equally pleasing, make up a choice selection that would be difficult to duplicate.

#### PLUS OR PLUSS.

THERE is a favorite salesman who, whenever he goes to Boston always gets a cordial reception. On a recent trip, however, he was met with a frown and a growl in a certain establishment. Somewhat confounded, he asked what the trouble was, and this is what he got: "Your people are the worst in the world. You are the highest priced people who come in here and exact the pound of flesh. Why, just look here," and the speaker picked up an invoice, "not satisfied with raising your prices three or four times, adding a plus ten, a plus twenty and then a plus thirty to your prices you now come at us with a p-l-u-s-s. We will not stand for that extra 's.'" A cigar was immediately forthcoming and the invoice clerk received a letter reminding him that there are night schools in New York.

### BOSTON BUSINESS NOTES.

THE war menace is hurting business in the trade and if the cloud breaks further suspension of orders will result. Thus far the department and other retail stores seem to be little affected, and it is the belief of many that their business may actually be stimulated by a declaration of war, provided that they can secure the goods they need. Those who take this view say that the mills and factories of New England will be rushed as never before and that this will mean more money for the workers. When the public at large has the cash it usually spends it freely. Shipments by rail, however, are likely to be hampered worse than ever.

B. G. Twitchell, kitchen goods buyer for Callender, McAuslin & Troup Co., Providence, has returned from a buying trip to New York.

Miss Alice Nudd, Filene's toy buyer, returned the middle of the week from her trip to New York.

Fifty delegates are to be sent by the Boston Employment Managers' Association to the national conference of employment managers which is to be held in Philadelphia on April 2 and 3. J. T. Gilman, employment manager at Filene's, is to speak before the conference on the last day. The Boston delegates will leave on April 1, and other New England managers are expected to join them at Worcester and Springfield. Arrangements are in charge of R. G. Wells, secretary of the Boston association.

The Parker Mfg. Co. is to open the old Auburn (Me.) Carriage Works to manufacture toys. The company was formed about a year ago and has been manufacturing toys at Keens Mills, Me., where it has employed thirty people. In Auburn it will have a much larger force. During the past year orders have been filled from nearly every State in the Union and the business prospect is said to be fine.

New incorporations at Boston include F. Vorenberg Co., with \$40,000 capital stock; Felix Vorenberg, president and treasurer; Leon B. Vigneau, clerk. The M. P. Perley Co., of Lawrence, \$30,000 capital stock; Winfield A. Perley, president; George F. Carleton, treasurer and clerk.

W. J. Moreland, kitchen buyer for the E. Malley Co., New Haven, is back from a trip to New York.

An advertisement which the Jordan-Marsh Co. is using to-day will attract attention because it sets forth the basic principles upon which this great business has been built: service in its broadest sense, fair dealing on all occasions, progressive ideas of merchandising and absolute truth in selling and advertising. "The great



organization stands for, by and with its customers at all times," is the concluding sentence.

George A. Stuart, general manager of the Mitchell, Woodbury Co., is expected back next week from a business trip to the factories in the Middle West. Jacob Mitchell seems very much improved, although he has had a trying time. The new hotel room is almost finished and the displays arranged.

Col. Henry L. Kincaide, of Kincaide's, is a leader on the Quincy Committee of Public Safety which is, among other things, guarding the great plant of the Fore River Shipyard, where ships costing millions are under construction.

Frank Smith, Gilchrist Co.'s buyer, and W. R. Clafin, who are enjoying a trip to Porto Rico, are expected to return home next week.

The big Industrial Exposition and Export Conference, which is to be held in Springfield, has been postponed to June 23-30, to meet the wishes of manufacturers who required more time to prepare exhibits. A series of meetings in manufacturing centres to acquaint the trades generally with the plan of the exposition is being arranged.

One Boston concern has been for weeks looking for a shipment of pottery from the Middle West, but thus far has not seen a trace of it. The shipment was started the first week in January. Tracers have been unable to locate the goods as yet and it is feared that they are side tracked somewhere.

#### HELP FOR HONEST DEBTORS.

FIVE hundred members of the New York Credit Men's Association gathered at the Hotel Astor March 22 and considered means to decrease the waste caused by unnecessary bankruptcy litigation in the courts. The solution of the problem, it was declared, depended upon co-operation by creditors in adjusting weakened credits in instances where insolvent or embarrassed debtors were shown to be honestly disposed.

W. F. H. Koelsch presided. He said adjustment bureaus were maintained by sixty local associations affiliated with the National Association of Credit Men for the purpose of meeting honest debtors half way.

#### EXPORTS FROM STOKE-ON-TRENT.

THE American Consul at Stoke-on-Trent, England, reports that the total declared exports from his district to the United States during the month of February amounted to £25,786 of which £16,245 covered

shipment of earthenware and china, being a decrease of £22,924 from the figures for the month of January for earthenware and china.

The total declared exports for the first two months of the year amounted to £74,434 compared with £64,807 for the same period of 1916 and with £78,940 for 1915.

#### AT CHICAGO.

SHIPMENTS from the glass factories are improving, but plants which are located off the main trunk lines are still having trouble. The difficulty has become so acute with one large factory that a letter has been sent to customers here offering a choice of plans: that all orders be cancelled and the factory closed down until transportation conditions are better, or that the factory be changed over to work on staple goods, instead of seasonable glassware, or that customers agree to give the factory all the time it needs to fill the orders now in hand, or which may be placed in the future. The retail trade has been very fair during the past two weeks, and heads of department stores think that the volume of business will continue to increase as the spring season draws near. There have been quite a few visiting buyers in the city during the past week, but none of them are scared by the war talk. They are placing orders with a liberality unusual for this season of the year.

Sam O. Paull, secretary of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., has returned to the East after spending a part of last week here.

Harry Kelly, of Kelly & Reasner, has just returned from a trip to the Indiana and West Virginia glass factories represented by his company.

Oscar O. Eckland, of the Central Cut Glass Co., will leave on a business trip to New York in a few days.

The Macbeth-Evans Co. plans to move its Chicago office and display room to larger quarters directly across the street from the present address.

The Atlas Block, one of the prominent glass trade buildings of the city, which was recently damaged by fire, has been remodeled and now presents a much better appearance.

A large number of buyers are expected in the city to attend the annual toy show, which is to be held at the New Morrison Hotel during April.

Lewis Simpson, who formerly held a captain's commission in the Illinois National Guard, has expressed his willingness to serve in case of war. He declares it will have to be a real scrap before he will turn out, as

he has his hands full with his large and growing business.

\* \*

Herman Stern, Chicago representative of the Jewelers' Circular, well known in the pottery and art goods trade, died at the Columbus Hospital last week, after a brief illness.

\* \*

David Saunders has moved to new quarters in the Heyworth Building. C. Kroncke, who was formerly with Geo. Borgfeldt & Co., has become a salesman for Mr. Saunders. He will travel in local territory.

\* \*

B. H. Palmer, salesman for the United States Glass Co., is having a terrible time with the floods out in Iowa. He has been trying to get over to the Dakotas for a week, but like the Flying Dutchman, he is just about where he started.

\* \*

Leo Arnstein, buyer for Ed. Schuster & Sons, of Milwaukee, was in the city on business this week.

\* \*

John Jacklin, who conducts the crockery and glassware department for Herz, Emery & Stone, of Des Moines, Ia., is expected in the city on a buying trip during the next few days.

\* \*

M. T. Bergen, of the Paul Richter Co., has returned from a trip to St. Louis.

\* \*

T. M. Schollenberger has recently received some exceptionally fine samples of the lighting glass line of the Wellington Glass Co. The samples consist of bowls decorated in Japanese fashion. No color but black is used. The effect is striking.

\* \*

Mirror plateau manufacturers are finding a great deal of difficulty in buying glass strips for mirrors. They declare that the Japanese have gone into the business of manufacturing mirrors for the European trade, and are buying their glass in this country. Before the war glass of this sort came for the most part from Belgium.

\* \*

Harper Ransburg, Indianapolis, was a recent visitor in the city.

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### PROFIT-SHARING.

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A bulletin on "Profit-Sharing in the United States," recently issued by the United States Bureau of Labor Statistics classifies two forms of profit-sharing in operation in this country—one under which distribution of a specific proportion of the net profits is made to at least one third of the total number employed, including employes in occupations other than executive and clerical, and the other a limited profit-sharing plan under which less than one third of the employees, excluding employees other than executives and clerks, are par-

ticipants. There are, however, bonus and stock purchase plans, popularly known as profit-sharing plans, involving payments of a percentage of earnings based on length of service, or distribution of stock subscriptions, but these are not, properly speaking, profit-sharing plans. The bulletin presents a careful examination and analysis, with statistical data of the plans in operation, describing in detail the arrangements in specific establishments and pointing out the proportion of total employees who participate, the occupations or types of employment of participating employees, the benefit accruing to participating employees, the cost to employers and the results secured through the operation of the plans.

There are known to be 60 establishments in the United States operating under the first plan, the profits distributed ranging from 2 to 100 per cent of wages. Payments mostly are made in cash, although in some cases stock is given. Thirteen of these firms are in Massachusetts and 26 are manufacturing establishments. Of 34 employers reporting, the cost to more than one-half was less than 6 per cent of their respective pay rolls. Five employees paid 20 per cent or over. In these 34 establishments 82.9 per cent of the employees participating were other than executives, clerks or salespeople. Of 37 establishments 51.4 per cent reported 80 per cent or more of their employees participating.

The number of firms conducting a limited profit-sharing plan is very large. Of 17 reporting, almost all bar the wage earner or manual worker. In most of these payments the wages are made in cash, the usual practice being to set aside arbitrarily a percentage of the profits after meeting all legitimate expenses of the business, including interest on the investment. In 18 establishments approximately 74 per cent of the participating employees were executive, clerks or salespeople. In 10 of the establishments the proportion of participants was less than 10 per cent of the number employed.

Under many of the bonus plans the employee's share is merely a gift and bears no relation to profits realized. Three specific plans are described in detail, giving rules governing their operation, benefits accruing to employees, cost of employers, etc. One plant operating under this plan distributed in the first year to 69.7 per cent of all employed a total of \$8,434,849 on a regular pay roll of \$14,021,067.

These various actual and so-called profit-sharing plans have resulted in establishing more satisfactory relations between employers and employees and have contributed considerably to the stabilization of the working force, but employers are not agreed as to the results achieved with reference to increasing the individual or collective efficiency of participating employees.

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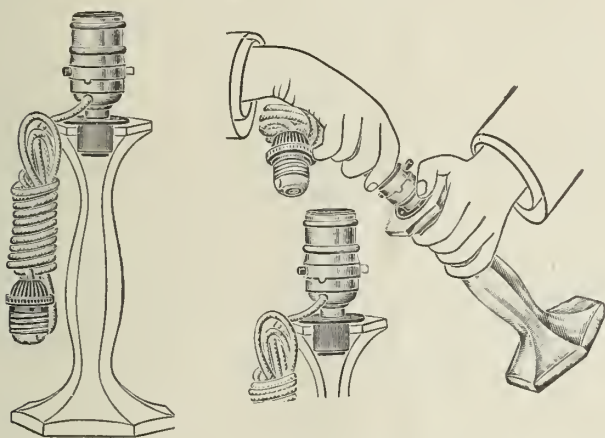
THE world owes every man a living; but some are too lazy to collect it.



## Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

TO overcome a difficulty which has troubled the trade, Edward Miller & Co. have perfected an attachment for electrifying candlesticks. The Security Electric Candle Attachment, here illustrated, is a novel



device that will fit any candlestick having a socket of ordinary size, regardless of the variation in the bases. It is provided with a rubber plug, adjustable to any socket, and when properly attached cannot wobble, work loose, or pull out. It is as rigid as the stick itself, always in perfect alignment with the candlestick and will hold on during a life time, or can be detached in a second. A patent has been applied for.

A lamp exhibit of exceptional interest is being made by T. W. Hamilton, salesman for the H. E. Rainaud Co. The newest achievement that is creating a great deal of enthusiasm among the buyers, is a novelty in the way of cloisonne decorations on pottery bases instead of metal. They are shown in vase style shapes which are metal-mounted and sold with or without silk shades. The bases are imported from Japan exclusively for this concern and are considered by all who have seen them as being the most artistic creations in this class of goods seen in a long while. A variety of designs are shown in rich subdued colorings, while the rough body of the ware bears a very close resemblance to bronze. Boudoir, desk and table sizes are represented in the display. Aside from these Mr. Hamilton is showing various new styles in metal lamps as well as

pottery bases with metal and glass shades, and is also featuring some new finishes that are above the average in beauty.

Various new items in the Consolidated Lamp and Glass Co.'s "Cora" glass have recently been placed on exhibition by local representative Wm. Dougherty. Among those of particular interest is an entirely new style in a semi-indirect bowl designed along original lines in a deep bulge shape that covers the lamp. The shallow shapes that are commonly used expose a great deal of the lamp and can scarcely be considered attractive to the eye. The bowl is made in a very pretty etched design in a number of beautiful tints. Urns, shower shades, etc., are made to match. Another good item is shown in an improved and more practical shape in the concern's popular two-piece efficiency unit.

The semi-indirect bowl as illustrated is only one of various attractions being shown by Max Kossmann, local representative for the Tarentum Glass Co.'s illuminating glassware line. This bowl is made in a fourteen-inch size, with shower shades to match. The



unusual shape and beauty of the classic design makes it a big favorite with the trade. The pattern is decorated in two finishes, antique ivory or blue. It is made in the concern's newest creation "Newlite" glass, equal in appearance and efficiency to their "Tara" glass, which has made an enviable reputation in the lighting world.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 29, 1917

### CLEVER DESIGNS.

AT the Metropolitan Museum of Art there is now on exhibition a collection of designs on textile fabrics, the result of the Museum's influence. That they are good is evident from the fact that they are there. It would be well for the potters and glass manufacturers to see these examples. Ideas for decorations will be suggested, and if the head decorators as well as the manufacturers visit the display, they will get ideas and inspiration. It is to be feared that men in the lines we represent do not avail themselves of the advantages offered by this beautiful Museum. It offers many suggestions not only in the line of decoration but also form.

Outside of the exhibit there are thousands of objects from which ideas could be obtained. To mention just one. There are some pieces of Corean pottery that are visions of beauty. The shapes are delightful and the colors entrancing. A teapot is modeled in melon shape and the color is a silver green gray matt glaze that is exquisite. There are pieces from Corea dating back five centuries before the Christian era and others from Eastern countries that are full of suggestion, both as to form, color and design.

For years we have looked to France and England for fashions. Their designers study the models in the museum. The firms give their artists vacations with pay and expenses and allow weeks of time that they may see the exhibits. So far as is known here if a potter or glassmaker ever takes the trouble to visit our

great museum, he runs up for an hour. A daily visit for a week would be all too little to do justice to the many different things which would help the pottery artist or glassware designer. The potters are too dependent on the decalcomanie men. They take what the transfer manufacturers offer. It is true the designs produced are often very good, but if the head decorator would visit the museum, get an inspiration, draw his own design and have it put on transfer paper, he would take a long step in advance. If he would get an idea for a hand-painted set and make it he would help elevate the tone of his factory.

There never was a better opportunity than now. If the world-wide war lasts a little longer this country will not be able to get fine artistic goods from abroad. There will be no men to make them. Our people want fine goods, and it is for our manufacturers to fill that want.

Anyone desiring to see the textile designs mentioned above will find them in Class Room B.

## PERSONAL.

ANNOUNCEMENT of the engagement of Miss Ruth Fry, daughter of Mr. and Mrs. George W. Fry, to Arthur Ellis Mayer, son of Mr. and Mrs. Joseph Mayer, New Brighton, Pa., was made at a tea given on March 17 by Miss Fry at home. Thirty guests, including young ladies from all of the valley towns and Pittsburgh, attended. Spring flowers were used in the decorations throughout the Fry residence. The engagement will terminate in a fall wedding. Both Miss Fry and Mr. Mayer are prominent in Beaver Valley society. Miss Fry is a graduate of the West Virginia University at Morgantown, W. Va., where she formerly resided, and is an accomplished musician. Mr. Mayer is a graduate of Ohio State and is connected with the Mayer China Co., of Beaver Falls.



Chas. P. Schuller, of the Chas. P. Schuller Cut Glass and Lamp Co., is making an extensive tour of the Middle West in the interest of his lines. He expects to be away for two months or more.



Walter Jaccard, of the Jaccard Jewelry Co., Kansas City, is again in the city, placing orders here for china on Monday. He came here a fortnight ago, but returned home.



When Henry Benedikt moves uptown in April it will not be without considerable regret at leaving the old crockery district, having run his whole business career in the downtown section which holds a place of



affection in the hearts of many who are identified with the wholesale china and glassware trades in this city. Out of thirty-five years Mr. Benedikt has been in the business he has spent thirty years on Murray street and naturally feels himself somewhat of a fixture there.



Walter B. Elms, buyer for Arthur Letts, Los Angeles, who has been here for more than a month, leaves Friday night for Boston, whence he will go to Buffalo, Erie, and Chicago. He will be at Hotel La Salle on April 8, 9 and 10, and then go straight through to his home.



R. B. Fleischer, of The Rubright Co., a Pennsylvania five and ten cent syndicate with headquarters at Scranton, Pa., was one of the buyers in the market the early part of the week.



T. Terazawa, salesmanager for the Nagaya Porcelain factory, Nagaya, Japan, arrived in New York last Friday for a ten days' stay for the purpose of studying the requirements of the American trade. He is accompanied by J. Ichikawa of Chicago. While here they are making their headquarters at the salesroom of Takito, Ogawa & Co.



Leon Vallee, of the J. H. Venon selling staff, has again been called for service, being a member of the 71st Regiment that was ordered to report for duty on Monday morning.



C. G. Magee, with the Dohrmann Commercial Co., San Francisco, who has been in New York since early last fall, leaves on Friday for the Pacific Coast.



H. Dorsen and W. B. Mitchell, with the Dorsen Co., Bridgeport, Conn., were visiting the trade last Friday. Mr. Mitchell, who has charge of the Syracuse branch, has been transferred to Bridgeport and made general manager. Our congratulations!



A. P. Doctor, representative for the Central Glass Works, received a royal welcome from a number of his friends on Monday upon his first appearance at his office for a few hours after being away for several weeks undergoing an operation. He is still very weak and is considerably below his normal weight, but otherwise is beginning to feel quite himself. He expects to leave for a trip South before taking up the reins of business again.



W. W. Fraser, buyer for the Hudson Bay Co., Vancouver, B. C., who has been in town for a week, reports a splendid business in his section. He says the land boom of a few years ago which caused so much trouble has all been straightened out, and the people

are now getting a little excited over mining propositions, but he doesn't think that it will develop into anything detrimental to the city. He left for home on Wednesday night.



H. H. Phillips, at factory U. Gas City, Ind., of the United States Glass Co., arrived in New York on Monday, went to Boston Wednesday night and will be back in New York on Friday, leaving for home Saturday. He says the factory is crowded with business.



Miss Maud L. Brown, buyer for Halle Bros. Co., Cleveland, O., was in town this week buying goods for a new department which they will call "The Little Shops." A section of the regular store will be devoted to this new project.



Harry P. Muirheid, well known and popular in crockery circles, has engaged with Geo. Borgfeldt & Co. in a general capacity. Mr. Muirheid was connected with Maddock & Miller for a great many years and when he left them became president of Bellemead Sweets Co., manufacturers of candy. He then engaged in the project of establishing a chain of grocery stores, which was abandoned a few months ago. He is back in the crockery trade where he rightfully belongs. The new connection will undoubtedly be of mutual benefit.



D. C. Mansfield, of the J. Seth Hopkins-Mansfield Co., Baltimore, Md., and M. G. Chadwell are in town this week placing orders. They are stopping at the Hotel Martinique while here.



W. H. Phillips, secretary of the Smith-Phillips China Co., East Liverpool, O., and Mrs. Phillips, who have been on a two month's trip to the West Indies, arrived in New York on Sunday and stopped over until Monday night to enable Mr. Phillips to consult with the firm's local representative, H. Benedikt, before returning home.



Geo. A. Stuart, of the Mitchell, Woodbury Co., Boston, spent a day in New York this week on his way to the western factories.



J. Meredith Miller, of the Maddock & Miller staff of traveling representatives, left Tuesday for Washington to call on the trade there. On his way home he will make stops at Baltimore and Philadelphia.



I. Feldman, buyer for the Wm. Hengerer Co., Buffalo, has accepted a position with L. Bamberger & Co., Newark, as assistant to W. G. Benedikt, manager of the concern's large china and glassware departments. Mr. Feldman, who takes the place of G. E. Minard, recently resigned, is considered a well posted buyer and

should prove a valuable assistant for Mr. Benedikt. He will assume his duties with the concern next Monday.



Richard Erler, formerly manager of the retail department of Newton, Weller & Wagner, San Antonio, Tex., has become buyer for Joske Bros.



John J. Miller appeared at his office Wednesday with a large white carnation pinned on his coat and a very broad smile on his face. The occasion was the recurrence of a birthday anniversary with the consequent dinner the night before. He received bushels of presents. Among them was a gold case to be attached to his watch chain wherein reposed three twenty dollar gold pieces. He is wearing the gold case with its contents so that he may not run short of money.



W. O. Coleman, of Burley & Tyrrell Co., Chicago, and Dana F. Richardson, accompanied by Mrs. Richardson, arrived in New York Monday for a three or four days visit. They registered at the Manhattan.



Will A. Rhodes, on a card which bears a facsimile of his signature, announces that he is a broker in china, glass and silverware at 173 Seventh street, Pittsburgh. Everybody will wish him all kinds of success in his venture.



Hull Bros. is the name of a new crockery concern in San Antonio, Tex. J. K. Hull bought the china and P. A. Hull bought the housefurnishing goods for eleven years for Joske Bros., San Antonio, Tex. They left that firm to start in business for themselves at 102 East Commerce street, San Antonio, and will open May 1. Mr. J. K. Hull is now in town buying for the new concern. He is registered at the New Grand.



Rudolph Gaertner, the well known decalcomania importer and manufacturer, is serving his country as juror in the supreme court of this city.



Max Friedman with L. Straus & Sons, is mourning the loss of his wife who died on the twentieth. She had been sick for several months with a complication of diseases. She leaves a little girl seven and a half years old. The trade will sympathize with Mr. Friedman.



Other buyers in town were J. W. Horne and J. H. Harris, for Kaufmann Department Store, Pittsburgh; J. K. Hull, for Joske Bros. Co., San Antonio; T. H. O'Haire, for O'Haire Home Furnishing Co., Syracuse; T. Barker, for R. H. White Co., Boston; W. J. Barnes, for Burden, Smith & Co., Macon, Ga.; R. M. Dean, for R. H. White Co., Boston; D. L. James, for T. M. James & Sons, Kansas City, and W. J. Mimms, Mappin & Webb, Ltd., Montreal, Quebec.

## J. DUNCAN DITHRIDGE MARRIED.

THE trade will learn with considerable surprise of the marriage last Friday at the chapel of Grace Church, this city, of J. Duncan Dithridge, representative for the Bryce Bros. Co., and also president of the Pottery, Glass and Brass Salesmen's Association, to Miss Margaret Lillian Scott. Mr. and Mrs. Dithridge are making a brief honeymoon trip to Atlantic City and are expected home on Friday.

## A LETTER OF APPRECIATION.

NEW YORK, March 26, 1917.

*Editor CROCKERY AND GLASS JOURNAL.*

Dear Sir: Before leaving for France to join my Regiment after a pleasant stay of three weeks among my friends in the United States, I wish that I could express individually to all of them my heartfelt thanks for all the kindnesses that have been shown to me. Particularly, I desire to express my deepest gratitude to those who have contributed to the fund gathered together for distribution after my arrival in France.

The wishes of the committee who handed me this fund will be carried out to the letter, and from time to time, it will be my pleasure to give some news to those who have been so considerate and generous, so that they may have an idea of the great good that has been accomplished.

As it is not possible for me before my departure to thank all in person, I am sending you this letter so that they can be assured of my heartfelt gratitude.

Yours very truly,

L. CRUVEILHER.

The fund referred to in the above letter is a sum of money which the French and English importers collected for the benefit of the French soldiers. A part of it will go to the hospital where Mr. Cruveilher was employed for a time as stretcher bearer, and another part to the Poilus, men who have no immediate friends or relatives to send them extra money. Any balance which he may have will be expended as he thinks best. Mr. Cruveilher sailed on Monday.

## DROPS ITS GERMAN NAME.

THERE was a smile on the faces of clerks in the offices of the Secretary of State of New Jersey last Friday as they handled the certificate changing the name of the German-American Stoneware Works of Jersey City. The new title is the General Ceramics Co. At the same time the concern increased its capitalization from \$450,000 to \$2,000,000. Lewis Gunther as President, and Percy C. Kingsbury as Secretary, signed the certificate. Mr. Kingsbury said that the reason for the change of name was that the former name was no longer appropriate since his company had added new branches recently to its manufactures.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

Notices have been issued to the trade of an advance equal to about ten per cent in certain lines of glassware. For some time sales have been made on a basis of double list subject to 40-off. The new discount is  $33\frac{1}{3}$  off, which is equal to about 10 per cent increase. The new list includes cup footed stemware, pot beer mugs, ales, schooners, pressed whiskeys, sundaes, egg cups and custards. A corresponding advance has been announced on these items in tank glass. Common one-third pint tumblers have been advanced to 22-cents per dozen net. Not long ago these tumblers were to be had in any quantity on a general basis of from 10 to 11 cents per dozen. This is an increase of 100 per cent on this item. The cause of the advance is traced primarily to the almost daily increase announced in the raw material markets. Even with the new advances in effect, the trade continues to order freely and generously.

At a recent meeting of manufacturers here at which time wage questions were considered, those in the conference were a unit in wishing that "old times" would return. The manufacturers pointed out that they would be more than delighted to buy materials at the old prices and sell their merchandise on the same list as formerly. The workers said that they preferred former conditions and former wages to what they now have to contend with.

The quarterly wage conference of the manufacturers and workers is scheduled for April. The date will be announced within a week. Only a few matters are to come before this meeting.

Oscar del Valle, of the offices of the United States Glass Co., at Havana, Cuba, was here a few days ago.

Shortly before the day set for the recent threatened railroad strike, purchasing departments of the large railroads were active in buying supplies of pottery and glass for the commissary departments. Locally, considerable business was placed by the Pennsylvania

Railroad Co. for these two items. The merchandise was delivered; but neither the glass nor pottery was ever used.

Large tobacco manufacturers have been active in placing orders for glass tobacco containers. This particular business has been growing rapidly of late, resulting in orders being placed for carlots.

Large preserving interests are deeply concerned over the advancing market in glass. The packers will be compelled to advance their prices on account of initial costs.

The United States Glass Co. is showing a new medium cut line, which in time will consist of from forty to fifty pieces. At present only vases, water sets, and comports are out. The line is designed to be sold at popular prices, and additions will be made as early as possible. P. Fred Renshaw, of the Chicago office, spent a few days here last week.

Work is progressing in rebuilding the plant of the Lonaconing Glass Co.'s plant at Cumberland, Md., which was recently damaged by a severe wind storm.

A number of glass manufacturers who have been in the district lately have announced that they have little time to get out any new items. They assert that they have troubles enough in getting out orders for old lines.

Not in years has the demand for souvenir glassware been as great as is now the case. Manufacturers, who are interested in these lines, admit of having large orders on file, while decorators are also active in the game. Buyers interested in this specialty want those items which have a patriotic trend, such as spread eagle desk paper weights and other items decorated in the national colors.

Large buyers of soda fountain glassware have been rushing into the market to place orders, since learning of the recent advances in prices of items used in that

trade. Wholesale drug houses have been active along this line.

William J. Owen, representing the Imperial Glass Co.'s line and similar goods, believes in reducing the high cost of living and has leased a twenty-one acre farm near here.

Members of the manufacturers' committee of the Commercial Club, of Bellaire, O., have intimated that Bellaire would not land the Sistersville glass house, since the owners have reconsidered their original proposition of moving the plant and will remain in Sistersville.

#### FACTORY TO BE REBUILT.

ON March 12, at a meeting of the stockholders of the Canton Glass Co., Marion, Ind., whose plant was badly damaged by fire on March 4, it was decided to replace the old building with a thoroughly fire-proof structure, to be equipped in an up-to-date manner in every respect for the manufacture of tableware and other glass lines, including drug sundries, novelties, bar goods, etc. Building operations will be rushed with the utmost speed and it is expected that the factory will be ready to start manufacturing again about July 1. Wm. E. Doctor is the local representative for the concern.

#### OBITUARY.

AT his home, 9 Russell street, Brooklyn, Charles Lober, Sr., a retired glass manufacturer, died in his seventy-eighth year. He is survived by three sons and a daughter.

Chas. H. Wiste, with the Daudt Crockery and Glass Co., Toledo, while riding in his automobile was stricken with heart disease on March 16 and died before a physician could reach him.

News of the death of Alexander Morton, buyer for the Fowler, Dick & Walker store, Wilkesbarre, Pa., which occurred at the city hospital in that place last Wednesday will be received with keen regret. Mr. Morton died of pneumonia. He was sixty-four years of age and enjoyed the best of health up to the time of his last illness. He was looked upon as a splendid judge of merchandise and was well liked by all who knew him.

Elijah A. Wilcox, who will be remembered by many in the glassware business as a member of the firm of Partridge & Wilcox, who specialized in decorating opal dresser sets during their reign of popularity, dropped dead last Sunday as he was entering his home

on Twenty-third street. He was sixty-three years of age.

#### STILL ANOTHER REMOVAL.

ANNOUNCEMENTS of intended removals have been following one another in quick succession. The latest lease to be signed for uptown quarters which will take two old-timers from the downtown district was that of Wm. E. Doctor and Theodore Frankel, now at 25 West Broadway, who will go in the Mohawk Building, 160 Fifth avenue, between Twentieth and Twenty-first streets, where they will occupy Room 810. Mr. Doctor is agent for the Canton Glass Co., Rochester Tumbler Co., American Specialty Co., and Sherwood Bros. Co.'s line of steins; while Mr. Frankel represents the Sneath Glass Co., Fenton Art Glass Co.'s specialty line, Johnston Glass Co. and the Enterprise Glass Co.

#### PRODUCT OF NATIVE POTASH IN 1916.

THE Department of the Interior has just published the following account of the production of potash for 1916. The figures sound good, but unfortunately the report does not give the kinds produced, and glass manufacturers cannot tell how much of it is hydrate:

"The total production of potash salts and potash products in the United States in 1916 was close to 10,000 tons, with a net value at point of shipment of at least \$3,500,000, figured at the prevailing selling prices. This is ten times the value of the production reported for 1915; but the figures submitted by many of the producers represent only a start made toward the end of 1916. The total for 1917 is therefore likely to be much greater.

The largest output has come from the Nebraska alkali lakes, but the natural saline deposits elsewhere are now just beginning to make important contributions. The figures for potash derived from alunite, of which there is only one important producer, are combined with those for available potash in cement-kiln, flue-dust, greensand, and feldspar recoveries, in order not to disclose figures given in confidence. These do not include a considerable quantity of feldspar said to have been mined and prepared for possible use for the sake of the potash it contains.

The production of potash from organic sources is about half that from mineral sources. The recovery of potash from pearlash is an old-established industry. A great deal of publicity has attended the efforts to obtain potash from kelp, but a similar organic source of high-grade potash salts has been quietly developed which has proved more productive. Indeed, the reported production of a single establishment outranked the entire product of potash from kelp plant.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

As was published in these columns last week prices of semi-porcelain ware have been advanced. The present lists are, however, guaranteed only to June 1, and at that time the situation will have to take care of itself. Notices have been issued by some manufacturers that selling lists are now plus thirty per cent to the base of invoices, while others have announced an increase of plus twenty and ten to the base of invoices. The fact that these prices are only guaranteed until June 1, shows that the pottery manufacturers are unable at this time to forecast the future. For some months past, all orders have been accepted with the provision that acceptance is based only upon prices prevailing at time of shipment. The new selling list eliminates this stipulation, at least up to June 1. Buyers of late anticipated such an action on the part of the manufacturers, and all effort was made to secure shipment of orders as quickly as possible. Many orders now on file take the new list as here announced.

The increase in selling prices is due solely to the present condition of the raw material market. Submarine warfare has made uncertain and precarious the importation of clay. Only a few days ago another advance in war risks was announced, ranging from \$5 to \$5.50 per ton. The supply of English clays on this side is limited. Receipts are not near as active as a few months ago.

Use of American clays in the pottery trade is increasing, but trouble is being experienced in securing regular supplies. Two factors enter into this condition. The railroads have not been furnishing the mine operators with regular allotment of empties, and this has resulted in the closing of some mines. When cars were placed, operators were caught short of help, for it seems that mine workers and diggers had taken employment elsewhere.

On top of the troubles in the market come the announcement from several plants that there is a shortage of kilnmen, and in a few plants jiggermen are not stay-

ing at their benches in the clay shops. The supply of gas is ample for all kilns, but because of the shortage of kilnmen, kilns are not being filled as rapidly as possible.

Plaster is a very scarce article in some plants. This is working a hardship in the mold making departments. One plant has exhausted its supply, and has been unable to get quick shipment from the plaster manufacturers.

It now seems as if the pottery manufacturers here will be able to make contracts for the fall and winter supply of coal on a basis of about \$3 50 per ton, which is far in excess of contract prices a year ago. It is assured now that one large Pittsburgh coal company will guarantee the manufacturers an ample and regular supply both by rail and river, as soon as the change from gas to coal is made on the kilns.

News that the railroad companies contemplated asking the authority of the Interstate Commerce Commission to increase their freight rates fifteen per cent was in a measure anticipated by the pottery trade here. Just as soon as the news was received that the threatened railroad strike was adjusted, manufacturers pointed out that freight advances would surely follow. Developments along this line are being watched here with interest.

A number of local salesmen who have been on the road, mainly to keep in touch with the trade instead of seeking new business, have returned home. The boys are making themselves busy about the plants and will not go out again for some time to come.

Increased prices are now being asked by supply houses for decals. They have in many instances been advanced from three to ten cents per sheet.

That a remarkable scarcity of ware exists throughout the country is shown by the action of a large Western mail order house in going out into the jobbing market and buying all the domestic pottery possible.

It is reliably reported that this particular house had advertised a certain assortment of ware at 96 cents per dozen, and that the house paid \$1.10 f.o.b. jobbers' shipping point for the goods. The object was to take care of the customer even at a loss to the firm. Salesmen returning from their spring trips tell the story as related to them by the jobbers.

\* \*

Those pottery manufacturers in West Virginia, who use gas supplied by the Natural Gas Co., of that State, have been advised that the gas company will have a hearing April 16, before the Public Service Com-

mission from which it hopes to obtain authority to increase rates.

\* \*

Among the buyers visiting the district have been the following: J. H. Stolaroff, of J. H. Stolaroff & Co., El Paso, Texas; James J. Carson, of the Carson Crockery Co., Denver; Col., and Martin Englehardt, with L. Barth & Son, New York.

\* \*

Several thousand dozen of seven-inch plates, salvaged from the McCrory fire, which occurred some

*Continued on page 24.*

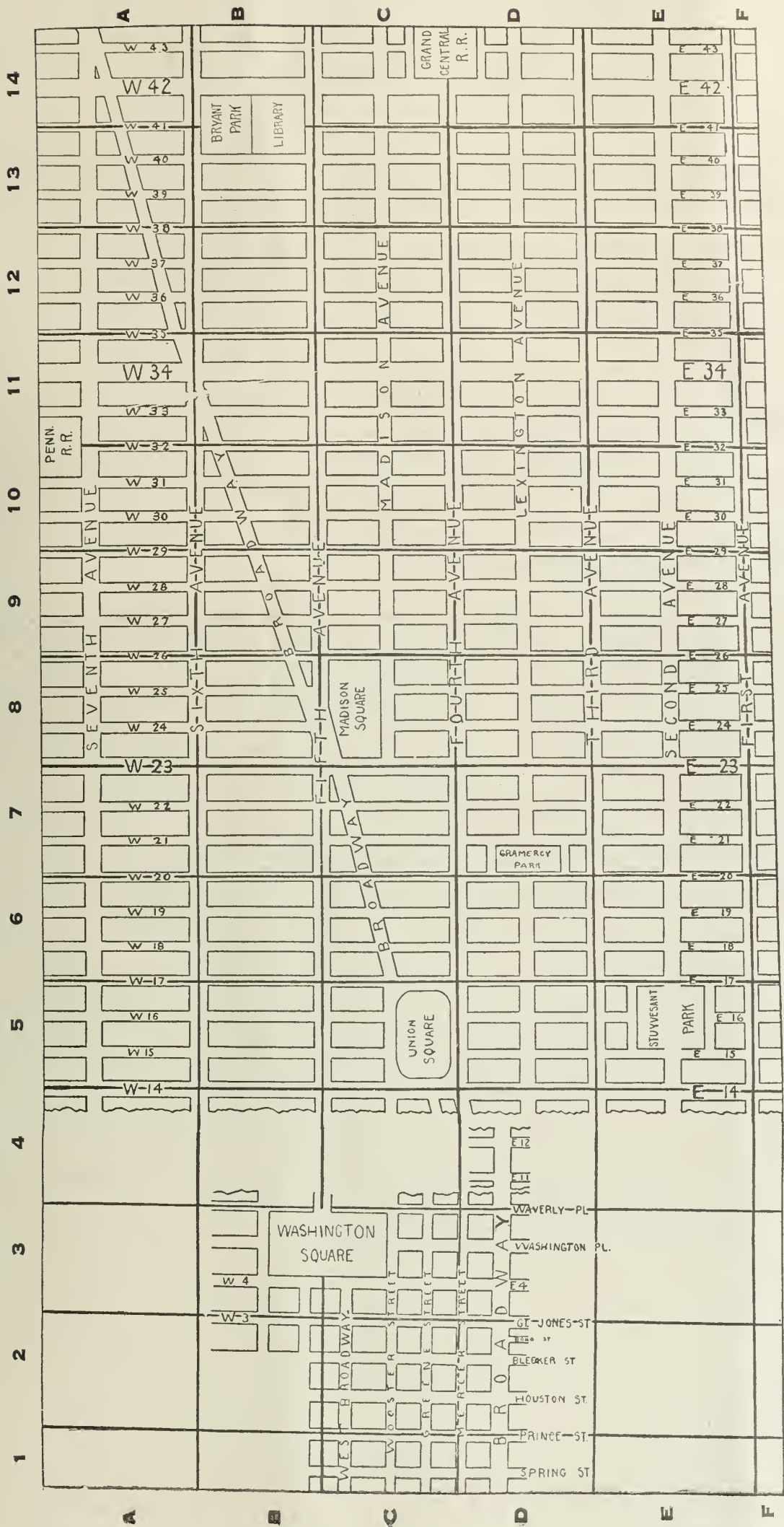
## Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place....	C 4	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C
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Bernardaud, L., & Co., 46 Murray St.....	C 4	Hines, J. J., 25 West Broadway.....	B 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Cambridge Glass Co., 52 W. B'way.....	B 4	Kupper, Herman C., 52 Murray St.....	C 4	Tarentum Glass Co., 25 W. B'way.....	C 3
Davison, John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tharaud, Justin, 25 W. B'way.....	3
Dorflinger, C., & Sons, 36 Murray St.....	C 4	Miller, Edward, & Co., 68-70 Park Place..	C 3	Vogt & Dose, 65 Barclay St.....	C 3
Duncan & Miller Glass Co., 92 W. B'way. B 4		Potomac Glass Co., 66 W. B'way.....	B 4	Williamsburgh Flint Glass Co., 96 Park Pl. B 3	
Drakenfeld, B. F. & Co., 50 Murray St..	C 4				
Postoria Glass Co., 66 W. B'way.....	B 4				
Friedlaender, Oscar O., 40 Murray St....	C 4				



Locations of Firms in the Uptown District.



- Bing, F., & Co.'s Successors, 67 Irving Pl. D-6  
Bloch, L. D., & Co., 133 Fifth ave. C-7  
Boote, E., 35 W 23d. B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. B-8  
Bryce Brothers Co., 240 Fifth ave. B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way B-9  
Bergen, J. D., & Co., 239 Fifth ave. C-9  
Brecht, Albert J., 31 Union Square. C-5  
Colonial Co., 145 W 18th. A-6  
Cox & Lafferty, 1140-1146 Broadway. B-9  
Deia Croix, C. I., 19 Madison ave. C-8  
Dohrmann Commercial Co., 85 Fifth ave. C-6  
Fry, H. C., Glass Co., 200 Fifth ave. B-8  
Fondeville & Van Iderstine, 85 Fifth ave. C-5  
Gillinder & Sons, 19 Madison ave. C-8  
Gray, Horace C., Co., 200 Fifth ave. B-8  
Gredelue, A., 129-131 Fifth ave. B-7  
Guerin, Wm., & Co., 43-47 W 23d. B-8  
Guernseyware, 16 W 23d. B-7  
Haviland & Co., 11 E 36th. C-12  
Haviland, Theodore, & Co., 200 Fifth ave. B-8  
Haviland & Abbot Co., 95 Madison ave. C-9  
Imperial Art Glass and Lamp Works, 205 W 19th. A-6  
Koscherak Bros., 129-131 Fifth Ave. C-6  
Lancaster Glass Co., 200 Fifth ave. D-8  
Manhattan Brass Co., 332 E 28th. F-9  
Mogi. Mononoi & Co., 105 E 16th. D-5  
Morimura Bros., 53-57 W 23d. B-8  
Mailbrunn Co., 40-42 East 17th. C-6  
Noe, Wm. R., & Sons, 53-55 W 21st. B-7  
Pairpoint Corporation, 43-47 W 23d. B-8  
Phoenix Glass Co., 230 Fifth ave. B-9  
Plume & Atwood Mfg. Co., 30 E 42d. C-14  
Pitcairn, W. S., 104 Fifth ave. B-5  
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. B-8  
Roseville Pottery, 621 Fifth ave. C-5  
Straub, Paul A., & Co., 105-107 Fifth ave. C-5  
Tajimi Co., 597 Broadway. D-2  
Torlotting, E., 35 W 23d. B-8  
Takito, Ogawa & Co., 101 Fifth Ave. C-6  
United States Glass Co., 24th St. & B'way. B-8  
Venon, J. H., Inc., 104 Fifth ave. B-5  
Van Gieckland Co., Inc., 110 W 40th. A-13  
Wedgwood, K. L., 133 Fifth ave. C-6

Continued from page 22.

time ago in Pittsburgh, were bought by local parties at a very low price, and were turned over quickly.

F. I. Simmers has returned from a brief business trip to St. Louis, Kansas City and Chicago, in the interest of the Hall China Co.

Robert T. Hall, of the Hall China Co., and Mrs. Hall, and Mr. and Mrs. George C. Thompson, who have been spending a season in the Florida district, have returned here.

The Salem China Co., for the first time since it was built in 1889, started last week to work overtime trying to fill the large number of orders pouring in every day. Enough orders have been received in the last month to cause

the entire shop to run in full blast every day, and at night, for at least a year.

The Cook Pottery Co. has closed negotiations with the Mitchell-Bissell Co., importers of porcelain guides which are used on machines weaving textile fabrics, and will install appliances for the manufacture of these articles at the Prospect Hill plant. This is a new industry here as hitherto their manufacture was confined to Europe. Since the war began supplies have been cut off and since the stock on hand is nearly exhausted, the weaving of many things, particularly silk goods, is in danger of being stopped.

THE clerk who works with one eye on the clock is suffering from acute impairment of vision.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

## CLOSELY DRILLED GAS FIELDS SHORT LIVED.

ACCORDING to the United States Geological Survey, Department of the Interior, overdrilling is strikingly evident in the Cleveland (Ohio) gas field, where it has led to considerable financial loss.

Ohio has long been a large producer of natural gas, but the gas in Cuyahoga County, which is in the north-eastern part of the State, has only recently been commercially exploited. The exploitation of the Cleveland field began early in 1912 with the completion of several successful wells in the western part of the city of Cleveland. Within four years more than 900 wells, most of which struck gas, had been drilled in an area of about 25 square miles. The excessively close drilling in many parts of this area has resulted in a rapid decline of the output of individual wells, and the older part of the field is destined to be short lived. This field is of interest because it is close to a great manufacturing city that has long been a consumer of large quantities of natural gas, and the uneconomic character of its development is thus especially unfortunate.

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

**PROPOSALS**—Sealed proposals subject to the usual conditions will be received up to 10:30 a.m. April 5, 1917, for furnishing the New York State Hospitals for the Insane with crockery and glassware for a period of twelve months, from July 1, 1917. For further information apply to the PURCHASING COMMITTEE for State Hospitals, Room 138, Capitol, Albany, N. Y.

## HELP WANTED.

**POPULAR-PRICED** cut glass table tumbler salesman wanted. State experience. Address A 124, this office.

**WANTED**—Representatives for the Southern States, on commission basis only, by a large concern manufacturing a line of brass art goods, electric portables and mahogany novelties. Must be acquainted with the department store, furniture and housefurnishing trade and must be a live wire. Address A 122, this office.

**POTTERS WANTED** to make plates, cups, saucers and dishes. Good pay and steady work. Write MALDEN CHINA CO., 146 Condor St., East Boston, Mass.

## SITUATIONS WANTED.

**IF** you want an efficient cut glass salesman—I'm your man. Have specialized in selling this class of goods for several years and know the trade thoroughly. Prefer to travel through the West and South where I have a strong following. Address A 125, this office.

## FOR SALE.

**SIX-KILN** pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

## Jones, McDuffee &amp; Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern.	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN	"
The PONTRACINA	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyet
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Son
The SOFIA China,	"
The BRINDISI,	Ginori Italian China
The Royal Dresden BLUE ONION Porcelain. Crossed Swords brand	"
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Son

and other stock patterns from original sources.  
Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Aitree Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

Stock Patterns which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 5, 1917.

## THE CONDITION OF BUSINESS.

**New York** An almost total absence of buyers in the warerooms makes trading exceedingly quiet, but mail orders continue to flow in with surprising regularity, both as regards number and volume. With the common knowledge that there are practically no stocks to be had buyers persist in asking if something cannot be done to help them out. Whenever it happens that there is a little close-out offered—and these occasions are rare—the lots are snapped up with astounding eagerness and prices are paid which would be considered fabulous two years ago. An instance in point. A small lot was being assembled, and before it was inventoried an offer was made of just fifty per cent above what the regular wholesale price called for, and even then there was some hesitancy about accepting it.

The few men who are on the road are sending back the same kind of reports that we have had all along. No trouble about selling goods and no vigorous kick about prices.

At this writing the war menace has had no appreciable effect on business. The loyalty of the crockery and glass men is unquestionable and even those who are not in entire accord with the Government's action are keeping very quiet. Trade at large is pursuing the even tenor of its way and attending strictly to its own business.

One of the surprising things is the continued good business in retail stores. Of course there has been a falling off, but even so there has been more business done than is customary in holy week. This good con-

dition is not confined to New York City, but seems to be general all over the country, and undoubtedly if supplies were more abundant a still larger volume of trade would be done.

The situation in American factories is not at all pleasant. Instead of diminishing, their difficulties seem to increase from week to week. It was confidently expected that with the return of milder weather better conditions would prevail. So far the fuel situation has improved, and while the supply of gas is not abundant it is sufficient for present needs. But the obstacles in the way of obtaining raw materials of nearly all kinds still continue and it is almost impossible to get enough of the various ingredients used in the manufacture, both of pottery and glass, to keep the mills in full operation. With millions of tons of good clay in this country manufacturers are still more or less dependent upon the English supply for making the ware, and there has been some difficulty in getting the right clay for making pots for the glass men. Miners of kaolin have not sensed the drift of the times and have not seized an opportunity for improving the preparation of their product. Of course the manufacturers have no control over transportation. They have used foresight in ordering, but it has taken months to transport raw materials when in ordinary times days would have sufficed.

Granting that conditions are unusual, it still seems to the onlooker as if the railroads were a little lax, and there is more than a hint that if a sufficient sum were paid, cars would be moving more freely.

The shortage of labor looms up large with every



prospect of becoming worse. Should the workers volunteer for war in great numbers the factories would feel it keenly and the manufacturers would know something of what the English and French potters have had to struggle against.

There may be a slight falling off in trade when the full realization of what Congress has done premeates the country, but the lull will be of short duration, and, judging by past experiences, there will be a recovery after a gradual readjustment.



**East Liverpool and Vicinity** The condition of business described last week has experienced no change so that instead of manufacturers competing for trade, buyers are now competing for wares. Large scheme houses have much difficulty in securing merchandise. Buyers are here to place orders for summer delivery. A shortage of skilled labor in some departments of the industry is still noted while prices are remaining firm. Dealers are urging manufacturers to ship, but the situation in this respect is beyond the power of the manufacturers.



**Pittsburgh and Vicinity** Glass manufacturers are up against it, insofar as costs are concerned, and because of this, prices are continually advancing. New lists on tableware, blown and stemware, and other lines, including lamps have been raised ten per cent or more, effective immediately. Competition among buyers of glassware is announced by manufacturers. Voluntary advances are being offered to secure immediate shipment of merchandise. Mail orders are active, and many large houses are anticipating future requirements at the market prevailing at the time of shipment. Metals for lamp parts are hard to secure and prices are constantly going up. Salesmen on the road are sending in good business, there being no trouble to secure orders.

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## THE SWISS TOY INDUSTRY.

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UNTIL recently the manufacture of toys in Switzerland had not attained much importance. There were a few small factories in operation (three devoted exclusively to the manufacture of toys and several where toys were made in connection with sporting goods, wood carvings, celluloid articles, etc.), but their products were sold mainly in the domestic market. The foreign trade in Swiss toys was not large, amounting to \$42,000 in the pre-war year 1913 and dropping to half that sum in 1915.

However, the war has brought about a general readjustment of practically every branch of activity with

the toy industry included. Shortly after the outbreak of hostilities the question was raised as to how the production, and at the same time the variety, of toys could most advantageously be increased in Switzerland. The reason for this interest in toy making was that thousands of men who were formerly employed as carvers had been thrown out of work when the war brought the wood-carving industry to a standstill. These men were unable to make a living for their families in any other way. The attention of the Federal and Cantonal Governments was called to a great similarity between wood carving and toy making, with a view to obtaining their approval of a movement to combine the two industries. The wood-carving industry being chiefly centered in the Bernese Oberland, the people in that district united to support the plan.

It was not the intention of those at the head of the movement to found new factories or encourage the investment of capital for the enlargement of plants already in existence. Their plan was to provide work for those men who, owing to the war, were thrown out of their regular employment; and the only way to do this under the circumstances was to organize a new home industry similar to what the wood-carving industry used to be. The natural result was that preference was given to making toys, and especially wood toys. The matter was taken up in a most energetic manner and no efforts spared to establish the new industry at least temporarily.

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## POINTERS FOR BUYERS.

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### WONDERFUL NEW LUSTRE WARE.

If there were not another thing to be seen at the salesroom of the United States Glass Co., it would be well worth a visit to see their wonderful display of lustre glassware, which is one of the best of this character ever put on the market. It would be hard to exaggerate its beauty or the richness and brilliancy of coloring produced in the ware, to say nothing of the fetching shapes. It is a line that is in a class by itself. The newest colors added to the line are green, yellow, claret and blue. It is made in stemware and other items that invariably prove good sellers.

### A STRIKING PERSIAN EFFECT.

The influence of the Persian school of art is seen in a new dinnerware design which gives distinction to the Canonsburg Pottery Co.'s display at the salesroom of H. Benedikt. It is bound to attract attention in any array of patterns. Its unique style and harmonious coloring, combined with the pretty "Belmar" shape, on which it is shown, form a combination that is irresistible. A wide floral band or border is utilized to excellent advantage, with Persian colors predominating, which are relieved by square panels of deep blue stand-



ing out in striking contrast. Gold edging and half matt handles add the desired finishing touch.

#### REVIVAL OF CHARMING OLD DESIGNS.

To adequately describe all the beautiful things being shown by A. Gredelue, American representative for "Baccarat" glassware, would require pages. The display at his salesroom, 129 Fifth avenue, is replete with items of special interest to buyers looking for the unusual. One of the interesting features of the exhibit is the revival of many of the old designs made by this celebrated factory years ago, which have a charm all their own and which the modern designer never seems to be able to approach. These will be found in stemware, decanters, cologne bottles and a variety of other articles. Particularly interesting are the jewel boxes in rich embossed classic designs, combining a dull and polished finish that is very pleasing. There are also artistic table decorations, so different from what are ordinarily seen that they will appeal to all persons of good taste.

#### COOKING WARE OF UNUSUAL QUALITY.

Every month since it was introduced by the Ohio Pottery Co., "Petrosan" cooking ware has shown a steady growth in sales that might be considered phenomenal to one not familiar with its many preeminent qualities. The dealer can sell it with a guarantee, as it is all that can possibly be claimed for a cooking ware always giving the greatest degree of satisfaction to the user. Some of its talking points are that it is absolutely fire-proof, non-crazing and perfectly sanitary, not to mention its orange color with white lining, a refreshing color combination that is in keeping with the richest table service. It may be seen at the salesrooms of their New York representatives, the E. W. Hammond Co., or L. Straus & Sons.

#### A REMARKABLE LIKENESS.

One of the greatest pictures ever shown is the one now playing and known as "Joan the Woman." It is founded on the story of Jeanne D'Arc, with Geraldine Farrar as Joan. Before the picture was filmed L. Straus & Sons imported busts of Jeanne, which are remarkable likenesses of Miss Farrar. They come in half a dozen different sizes and ought to command a ready sale since the picture has made a great hit with the movie fans.

#### THE BRITISH EMBARGO.

A LIST of goods which are prohibited from importation into the United Kingdom included in the proclamations of July 10, 1916, and February 27, 1917, has been completed by the Bureau of Foreign and Domestic Commerce at Washington. A full list of articles including "prohibited," "not prohibited" and "admitted under general license" are on file at the de-

partment. Among those things which are of particular interest to our readers are baskets of all kinds, china, earthenware and pottery, including cloisonne ware, clocks and parts thereof, all kinds of glass and glassware, hardware and hollow ware, plated and gilt ware, all kinds of silverware except watches and watch cases, toys and games.

### OBITUARY.

IN the passing of Frank S. Steinman, of Kelly & Steinman, Inc., Deposit, N. Y., the cut glass industry loses one of its most enthusiastic exponents, a man who was always intensely interested in anything pertaining to the advancement of the business and who freely devoted his time and money to the attainment of that end. Mr. Steinman passed away last Sunday night at the Passaic (N. J.) Hospital, after suffering a relapse during his convalescence from an operation for stomach trouble, which was performed on the previous Wednesday. His death will come as a distinct shock to his many friends throughout the trade, as his illness which made the operation necessary had only been of about three weeks duration, and few outside his family knew of it.

Both Mr. Steinman and Mr. Kelly retired from active participation in the affairs of the concern on January 1, giving the management over to Albert F. Steinman, son of the deceased, but they still kept in close touch with the business, and the elder Mr. Steinman retained a keen interest in anything pertaining to the betterment and progress of the cut glass industry. For many years he was a member of the board of directors of the National Association of Cut Glass Manufacturers, by which his advice and services were much appreciated. He spent many years in the manufacture of cut glass, his introduction in the business as a member of a firm being with the organization of Gibbs, Kelly & Steinman, at Honesdale, Pa., in 1892, which continued until 1898 when Mr. Gibbs retired to go in business for himself at Stroudsburg, Pa. Messrs. Kelly & Steinman kept the factory at Honesdale until 1910 when they removed to Deposit, N. Y., where they have been located ever since.

Mr. Steinman was about fifty-five years of age and leaves besides a widow, his son, Albert F., and two daughters, Miss Ida, at home, and Mrs. Lester R. Knapp, Passaic, N. J. The funeral was held at Deposit on Wednesday afternoon and was attended by several members of the trade.

Julius Goebel, for fifty-three years engaged in the importing of clays and crucibles, with a place of business at No. 129 Maiden Lane, died after a long illness at his home, No. 120 East Ninety-fifth street. Mr. Goebel was born in Germany seventy-three years ago

and came to this city in 1865. He engaged in business and became well known in the pottery trade. On April 20, 1915, a celebration of the golden anniversary of the establishment of the business was held with a big banquet. At that time Mr. Goebel practically turned the business over to his son, who really had been managing it for ten years, but until his last illness kept in close touch with its affairs. Mr. Goebel was an old member of the Arion Society and was a contributor to many charities. His wife, a son and two daughters survive.

N. V. Vinet, who was formerly in the crockery business in New Orleans, La., died on March 25, aged seventy-eight. Mr. Vinet came from Switzerland in the early eighties and in 1892 went into the crockery trade, which after a few years he abandoned to go into the real estate business.

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## AT CHICAGO.

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CROCKERY and glass salesmen had their hands full this week on account of the large number of out-of-town visitors attracted by the annual toy show, which is in progress at the New Morrison Hotel and will last several weeks. The show started on Monday morning, and by noon a number of displays had already been thrown open. Factory representatives of house-furnishing lines looked forward to a big week, as it is known that many of the visitors come not only to look over the toy lines but also to buy furnishings, novelties, crockery and glassware. The war was not allowed to interfere with business, although it was of course the main topic of discussion among crockery and glass men everywhere. The crockery and glass sections of the business district are decorated with flags, and the streets resound with marching feet as the crack militia regiments of the city are mobilized for service.

F. W. Merry, who has been with W. T. Darden & Co., as a salesman, has resigned, and will return to Warwickshire, England, his former home.

The Chicago Jewelers' Athletic Association, which will include the leading wholesale jewelry, cut glass and decorated china houses of the city, was formed last week at a meeting at the Windsor-Clifton Hotel.

Representative William I. Tyers, of Aurora, has introduced into the State legislature a bill calling for a railroad passenger rate of 2.4 cents a mile. The present rate between points in this State is 2 cents a mile. Recently the railroads tried to get a decision from the Federal Court upholding the 2.4 cent rate, which has been declared reasonable by the Interstate Commerce Commission, but in this they were not successful.

Commercial organizations are fighting the bill vigorously, as it is believed the expense of doing business is already heavy enough.

The Ohio Pottery Co., of Zanesville, O., held a very successful demonstration of cooking ware at Mandel Bros.' last week. All styles made by the company were demonstrated in actual use at a stand erected near the arch leading from the china and glassware department into the housefurnishing department on the sixth floor.

Mort Goldstone, salesman for E. M. Meder, manufacturers' agent, was calling on the trade in Milwaukee last week.

Lazarus & Rosenfeld, who have maintained an office for some time past in the Consumers' Building, may shortly discontinue the display room section. Charles M. Brooks, representative of the company, will continue to make Chicago his headquarters and will cover Western territory with this point as his base.

Walter Redfield has returned from a brief trip to the pottery district.

The Frontier Cut Glass Co., of Buffalo, will be represented in the future by the McAnulty Co.

The Chicago branch of the Fostoria Glass Co., represented by Hayden A. Marshall, has received some fine samples of specialty glassware from the factory during the past fortnight.

The sale of lighting glassware of all kinds has leaped ahead during the past week, on account of the fact that the fine weather is hastening building operations. A record spring for construction work of all kinds is predicted.

Pitkin & Brooks continue to make a strong drive on Old English open stock patterns, being the only firm in the city which is pushing this class of goods to any extent.

A. H. Abbott & Co. are holding a sale this week on decorators' materials and white china.

Among the visitors here during the week were S. S. Kresge, Detroit; Otto Heinze, of Cut Glass Specialty Co., St. Charles, Ill.; Leo Arnstein, of Ed. Schuster & Sons, Milwaukee, and Harold Peterson, of Mohawk Clay Products Co.

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CUTTING off the advertising may reduce expenses but so does cutting off the wind pipe reduce the cost of living. One is plain suicide and the other is business suicide.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

The greatest drawback in the domestic pottery trade is the marked shortage of clays with prices advancing and current stocks below normal. The cost, however, is not bothering the manufacturers, to whom any price is agreeable if clay can be procured. Eastern shippers of common sagger clay late last week notified the trade here that prices at loading stations would hereafter suffer an advance of \$2 to \$2.50 per ton. The buyer pays the freight, as only f.o.b. quotations are being made. Clay shippers also advise that they are at their wits' end to get labor and cars for loading. The ruling of the Interstate Commerce Commission in reference to the loading of empty cars is working to the disadvantage of the trade here. Some local manufacturers have cars on the road but cannot learn where they are. In one instance four cars of clay for one plant have been on the road since January.

\* \*

Here is a notable exception to the general rule: "We are better off now than for months, so far as our supply of raw clays is concerned," said H. P. Knoblock of the Potters' Co-Operative Co. "In fact, we are more fortunate than ever before in this respect."

\*

The following statement has been made by one of the largest buyers of domestic pottery in the United States:

"Merchandise conditions are in a greater turmoil at this time than they were last year, last month or even last week. It seems as if each day brings some unexpected and exasperating development in the way of unfilled contracts, higher prices or scarcity of goods. The problem of getting goods is becoming so acute that the price in many instances is practically a secondary consideration. Instead of factories competing to sell goods, we have the rare spectacle of buyers competing to get goods. This situation is sharply defined and clean cut. There is no doubt about it. The only question about the thing is the length of time it will last. The best merchandising thought of the country unites in the conviction that for quite a number of

months to come the only change that can be expected is that prices will go even higher and that merchandise will be even scarcer.

"Every factory in the country is jammed with more orders than it can fill in six months or a year. Even if peace should come to all the world to-morrow, it would be months before any improvement could be brought about in noticeable measure."

\* \*

Among the buyers visiting this market within the last few days were the following: Peter Rinkin, with the Boston Store, Chicago, Ill.; Frank J. Donahoe, Des Moines, Iowa; T. F. Stackpole, with Greenhut Co., New York; George A. Stuart, with Mitchell, Woodbury Co., Boston, Mass.; George Kolb and W. C. Newland, with George Borgfeldt Co., New York; H. P. McGahan, with the Famous, Braddock and McKeesport, Pa.; A. B. Gutman, with Rosenblat Co., Baltimore, Md.; Mr. Marcus, with J. A. Williams Co., Pittsburgh, Pa.; W. H. Spencer, of Frankfort, Ind., buying for two stores; Mr. Trick, of Trick Bros., Benton Harbor, Mich., buying for ten stores; R. R. Merrill, of Merrill, Greer & Chapman, St. Paul, Minn., and Thomas A. Neely, with Strauss, Hirshberg Co., Youngstown, O.

\* \*

Some relief may be offered buyers of domestic pottery from this district because lake navigation opened last Monday. The Detroit and Cleveland boats were placed in commission, and with vessels sailing in other directions, shipments may be made from here to Cleveland by rail, and thence by water to northwestern harbors.

\* \*

Locally, there was trouble last week, when contractors were compelled to sign a new scale for the teamsters. The contractors who do the hauling of packages from the plants to the freight stations quit at one plant after the scale was signed, and over 100 casks were awaiting to be hauled to the stations.

\* \*

William H. Phillips, secretary of the Smith-Phillips China Co., has returned from a holiday spent in south-

ern waters. He brought home over 200 photographs which are being eagerly looked over by visitors at the Cosmopolitan Club.

W. E. Owen, Pittsburgh representative for the Pot-  
ters' Co-Operative Co., was a visitor at the home office  
a few days ago.

Local pottery manufacturers are compelled to turn  
down business every day. In one instance an order  
valued at \$60,000 was returned with thanks. "It was  
an utter impossibility for us to fill the order inside of a  
year," said the salesmanager of the plants receiving  
the order, "and rather than hold up the customer from  
getting merchandise, we suggested that he try and  
place the business elsewhere.

Large buyers of pottery, unable to get supplies  
from the potteries, continue to send their men out into  
the country to buy all they can secure. The story is  
told that a Cincinnati jobber bought a lot of ware here  
which had been considered dead stock, and within a  
week, one large buyer took the lot from him, making  
shipments to half a dozen different points.

T. A. McNicol of the pottery firm of that name,  
has returned from a business trip to the Southwest.  
He went as far as Oklahoma City.

Some buyers who have been on the market within  
the last month have not only placed business for late  
fall delivery at the prevailing prices at the time of ship-  
ment, but their specifications extend into 1918. In  
ordering far in advance, they will have first call upon  
1918 deliveries.

Several salesmen of a large pottery here were in  
the business office when a small buyer from West Vir-  
ginia entered. After being presented to the head of  
the concern he said he wanted some ware for immedi-  
ate delivery. With a bundle of mail in his hand, the  
head of the office advised the visitor that he could not  
get anything under six months, and asked him to come  
back at that time. The salesmen merely looked on,  
but the face of the would-be buyer was worthy of study  
by a physiognomist.

Marcus R. Smith, a son of Harry W. Smith, man-  
ager of the Cleveland office of the Roessler & Hasslacher  
Chemical Co., has been appointed a midshipman to the  
United States Naval Academy at Annapolis, by Con-  
gressman Emerson, of Cleveland.

An issue of \$225,000, seven per cent cumulative  
preferred stock, tax free in Ohio, has been placed on  
the open market by the Saxon China Co., of Sebring,  
O. The net earnings of the company for the last five  
years have averaged over \$48,000 per year, or over

three times the dividend requirements of the preferred  
stock. The company was formed in 1911. The auth-  
orized capital of the company is divided into \$325,000  
preferred and the same amount in common. Additional  
kilns are planned by the company, and it is estimated  
that the earnings of the corporation will be doubled  
thereby.

Trenton, N. J. Ten potteries in this city were com-  
pelled to shut down April 2d, when  
1,500 men and young women em-  
ployees went on strike after their demands for an in-  
crease in wages ranging from ten cents to fifty cents a  
day had been denied. An effort will be made by the  
manufacturers to adjust the difficulty at once. The  
employees have agreed to a conference. In addition to  
the strikers about 300 other employees were thrown out  
of work.

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#### MESSENGER STEALS \$40,000 IN JEWELS.

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A MESSENGER who had brought a wreath for the  
funeral of a member of the family of Ed. Hum-  
phreys, stole jewels worth \$40,000. They had been  
kept in a box which, together with a diamond necklace  
said to be worth \$100,000 in another box, was in a  
drawer in Mrs. Humphrey's room. This was over-  
looked by the thief. The stolen jewelry consisted of a  
diamond tiara, a necklace of 110 matched pearls, a dia-  
mond and emerald pin, a diamond studded watch and  
a diamond collar. Cleverly covering his fingers with  
colodion the robber left no finger prints and because of  
this precaution the police think he is an old offender.

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#### GLASS'S PROSPEROUS YEAR.

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THE year 1916 will perhaps go down into history as  
the best ever experienced by American manufac-  
turers of glass and glassware. Throughout the year  
factories in all departments of the trade have been  
taxed to capacity in the getting out of orders on hand,  
and at this time demand pressure is absorbing stocks as  
made, with a goodly supply of unfilled orders awaiting  
execution. Latterly output at many centers of produc-  
tion has been materially curtailed by an inadequate fuel  
supply, and throughout the year some of the manufac-  
turers have been seriously hampered by reason of in-  
ability to obtain certain chemicals incident to the manu-  
facture of high grade goods. Another impediment to  
production has been a scarcity of labor, skilled and un-  
skilled; but on the whole American manufacturers have  
much to be thankful for.

Much of the good fortune which the American



glass trade has been enjoying goes back to the European war for its origin, although it is true that a live and let live policy has had much to do with present favorable conditions. When the war broke out business in this country generally was in a slump. Many of our glass factories were idle because of lack of demand; factory warehouses were congested to overflowing with stocks for which there was no call; and in the face of all this, says the "National Glass Budget," the Underwood tariff law had opened the way for a material increase in European production. Manufacturers beyond the Atlantic were not slow to take advantage of their opportunity, imports having increased to the extent of approximately \$2,000,000 during the fiscal year ending with June 30, 1914, over imports during the previous fiscal year when the Payne-Aldrich law was in force; and it is a matter of record that the half year intervening between the passage of the Underwood law and the breaking out of hostilities in Europe was marked by a big increase in imports.

Prior to 1915 imports into this country had always exceeded exports, and it was not until the war was well under way that exports began to exceed imports. During the fiscal year ending June 30, 1915, there was sent out of this country approximately \$1,000,000 worth more of glass products than were brought in, and a year later our sales abroad exceeded imports to the extent of more than \$10,000,000. By way of illustration we submit the following record of imports and exports during the past four fiscal years, ending with June 30:

Years	Imports	Exports
1913.....	\$6,537,293	\$ 4,193,642
1914.....	8,191,833	3,729,623
1915.....	4,592,359	5,558,717
1916.....	2,249,001	12,321,338

During the ten months of the calendar year 1916 there was imported into this country only \$2,054,534 worth of glass and glassware, whereas our shipments abroad during the same period aggregated in value \$12,235,542, an increase in exports over the corresponding period ending with October, 1915, of \$5,189,291.

BUSINESS BRIEFS.

F. Vorenberg Co., Boston, has been incorporated with a capital of \$40,000 to deal in chinaware.

Ycunker Bros., Millbrook, N. Y., have been incorporated to conduct a department store. Capital \$550,000.

Paschen's, Inc., North Tonawanda, N. Y., will conduct a general department store with a capital of \$30,000

The Prince George Hotel, Twenty-seventh street and Madison avenue, which is a favorite with buyers,

will be enlarged by the addition of six hundred rooms, which will be ready by Autumn.

The J. G. McCrory Five and Ten Cent Store Co., has leased the Hoe & McKeever property at 1146 Market street Wheeling, W. Va., for five years.

Ferdinand Strauss, Inc., New York, will do business as general commission merchants and selling agents in toys, novelties, etc., with a capital of \$50,000. The incorporators are: F. Strauss, L. Marx and P. C. Wolff.

The Cook China Co., Trenton, N. J., has been incorporated to manufacture and deal in china, glass and enamel with a capital of \$125,000, divided into 1,250 shares. The incorporators are Charles Howell Cook, Norman T. Rogers, Paul G. Duryea and Joseph Turner.

The American Enameling and Mfg. Co., has been formed at New Kensington, Pa., with a capital stock of \$10,000. The incorporators are: C. W. Buenting and C. A. Rowan, Wilksburg; P. W. Morgan and W. I. Hankey, Wilmerding, and John McCartney Kennedy, of Parnassus.

A GOOD POLICY.

IN these times of uncertainty about prices and the bugbear of "rates prevailing at date of shipment" it is pleasant to know of one firm which does business on strictly business principles. A department store in Brooklyn doing business with a Western pottery last week asked if their orders then on file would be filled and at what prices. The answer came back, "Our policy is to fill orders at the prices at which same are accepted and as soon as we are furnished with the factory numbers by our agents your goods will be shipped."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

to	Shipments week end'g Mar. 13, '17	Correspond- ing period 1916	Exports Jan. 1st to Mar. 13, '17	Correspond- ing period 1916
Boston . .	253	14	761	662
New York .	103	171	2369	2015
Baltimore . . .	9	72	433	903
Philadelphia...	....	21	113	164
New Orleans	....	10	12	38
Newport News.	....	....	....	....
San Francisco.	....	....	147	178
Portland, Me..	14	53	381	181
Galveston. . .	....	....	....	....
Portland, Ore..	....	....	20	16
Inland Points..	....	....	29	74
Total..	379	341	4265	4231

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 5, 1917

THE New Yorker is a queer animal. Last week the writer was waiting to see a certain importer. A buyer came in, and, after passing the time of day, moved away perhaps a dozen feet, to look at some ware while he too was waiting for the importer. At that moment a salesman from a neighboring house came in to get a reference. He had a word to say about the weather, and pointing to the buyer said: "That is So and So, isn't it? Receiving a reply in the affirmative, he asked to be introduced. Here comes the queer part. That salesman would walk boldly into the buyer's store, introduce himself, and in ten minutes would be chatting as amicably as if he had known him a year; or if he met him in a hotel or on a train he would have approached that buyer in that free and easy way which becomes a traveling salesman, and with perfect sangfroid. In this case he wanted an introduction. It was not because he was in a rival store that he had any compunction about introducing himself. It was just the feeling that people have of not wishing to intrude, or a certain delicacy about speaking to a stranger. It is the combination of boldness and timidity that makes the New York man a queer animal.

### AS TO TRANSPORTATION.

IT was announced on Saturday of last week that an increase of about five per cent was granted on all classes of commodities moving east and west by rail and ship lines over the great lakes. While this affects

heavy freights like coal, iron and copper particularly, it applies to everything. The railroads are demanding further advances ranging from ten to fifteen per cent and are likely to get it. It stands to reason that, owing to conditions which the railroads have to contend with, having been clubbed into granting an eight hour day with a ten hour pay, they must have more revenue from the carrying of freight. And in a way they are getting it, for, in spite of the congestion, shippers are getting merchandise transported by express and special trains. Look at the so-called silk train that recently came through from the Pacific Coast. By paying about eight hundred per cent more than ordinary freight rates the silk was rushed to New York. A contractor in New York last month paid nine hundred dollars to get iron pipes from Chicago to New York by express when by regular freight it would have cost one hundred and fifty dollars, or less. The crockery and glass men are shipping casks and barrels by express and get them through at enhanced cost. If the railroads can get express cars through they also could get freight cars through by adopting a suggestion made in these columns recently. No one doubts for a moment but that the express companies pay the railroads more than regular freight rates. Maybe, finding that shippers will pay to get goods through, the railroads are not over-anxious to lift the embargoes, knowing that the express companies will get business and they in turn will get higher rates.

### PERSONAL.

THE versatile "Eddie" Hammond returned to New York last Thursday after essaying the role of potter for three weeks at the plant of the Clay Casting Co., New Cumberland, W. Va. Shipments were not coming along quite fast enough for the energetic Mr. Hammond, so he made up his mind to make a trip to the factory in an endeavor to impart a little "pep" into things. Donning a pair of overalls, he jumped in and helped out wherever he saw the opportunity, or necessity, with the result that things were moving along in better shape before he left, and with prospects looking brighter for better shipments. Few of the agents are as practical as Mr. Hammond. Though they know the manufacture of pottery in theory, when it comes to putting that knowledge in practice they would be quite at sea.



H. M. Anderson, secretary and general manager of the Lonaconing (Md.) Glass Co., who spent several days in New York last week calling on the trade with the factory's local manager, Wm. D. Finke, was in a very optimistic frame of mind as a result of the highly satisfactory manner in which the work on the concern's new factory building is progressing. The end wall that was blown down on March 17 during a sixty-mile gale



has already been rebuilt and Mr. Anderson says that the entire plant is so near completion that he expects they will be turning out ware within a very short time.



In his usual quiet and unobtrusive way, Wm. Mulvaney, with the J. L. Cassidy Co., Montreal, stepped into New York late last week, made his purchases and went home. While he comes frequently, he does not stay long. Mr. Mulvaney made many friends while he was with Bawo & Dotter and all of them would like to see more of him.



A. K. Ackerman, J. Sackman and J. Lauterbach, of the Strobel & Wilken traveling force, will leave on Sunday night for their respective territories with samples of china, toys, Easter and Hallow-e'en goods for Spring delivery. The rest of the travelers will follow in a few days.



Lee Kohns, of L. Straus & Sons, came back to his desk on Monday after a little vacation at Pinehurst, N. C.



John J. McKanna, of the McKanna Cut Glass Co., Honesdale, Pa., spent the first half of the week in New York attending to special business for the concern, and consulting with their New York agent, E. L. Bates.



Chas. H. Lang, with Kinney & Levan, Cleveland, O., arrived in New York on Monday for a short stay. He was a pretty busy man while here as he was needed at home and wanted to get through with his purchases as quickly as possible.



Lawrence Kinet, who travels in the interest of the United States Glass Co.'s export business, sailed last week for a brief visit in Cuba.



Albert Rehberger, of the Saul Mfg. Co., returned to headquarters last Friday after spending several weeks touring the Eastern States. After a short conference with Mr. Rehberger Henry Saul left for a two months' trip through the West.



J. W. Herrmann, who has been with the J. D. Bergen Co. for a number of years and who recently took charge of the concern's New York business, resigned his position last week to accept a place as office manager for a local manufacturer in another line.



Chas. Hass, who was recently in New York to take passage for Europe in the interest of S. & G. Gump, San Francisco, has left that firm to go with Raphael Weill & Co., of the same city. The change was sudden. Mr. Hass is well known as an experienced buyer and

is a great favorite in New York as well as in Europe, and he will be an important acquisition to his firm.



R. J. Wylie, of Chas. J. Dela Croix's sales staff, returned home last Friday after completing a ten weeks' tour through New England and other Eastern States with the H. Northwood Co.'s line.



Geo. R. Nixon, with L. Straus & Sons, is just back from a trip lasting a month through New England and New York State. He took along cut glass and specialties in pottery and had a big trade.



J. A. Ackley, of Poughkeepsie, was making one of his frequent visits to New York this week. He said that everything is lovely in his city with no complaint to make about business.



F. P. Judge, secretary of the National China Co., arrived in town on Monday for a week's stay to consult with H. Benedikt, his New York agent, and attend to other business for the concern.



After resting up at his home at Honesdale, Pa., since the close of the import season, Henry R. Shirley, of the Maddock & Miller traveling force, arrived at headquarters on Monday and immediately went to work packing trunks of samples for his journey on Wednesday night to Cincinnati, his first stop on a trip through the West that will take him as far as the Coast, and which will keep him on the road until July 1.



W. E. Hunter, of the Economy Tumbler Co., Morgantown, W. Va., spent the latter half of last week in town transacting business for his factory.



After attending the funeral on Wednesday of Frank S. Steinman, of Kelly & Steinman, Deposit, N. Y., for which his concern, the McKenna Bros. Sales Corporation are the New York representatives, C. T. McKenna took the opportunity of going on to his home in Honesdale, Pa., for a brief visit before returning to New York.



George H. Silvia, head of the Pairpoint Corporation's sales staff, is spending this week at the concern's New York office looking after his customers here.



Harry S. Mirrieles was elected vice-president of Manning Bowman & Co. at the recent annual meeting of the stockholders held at Meriden, Conn. Mr. Mirrieles, who as a director has managed the concern's New York office for a number of years, has long been looked upon as an important factor in the business and his election to so important a position is a very compliment.

tary recognition of his valuable service to the company. He was also re-elected president of the Vacuum Specialty Co., a concern affiliated with Manning, Bowman & Co.



A. H. Demorest, who is well known to the china and glassware trade through his former association in business with his brother, Wm. R. Demorest, returned last week feeling much improved in health after spending the winter in Florida.



A. J. Mueck returned last Friday with a well filled order book after making his regular tour of New York State and other points in the interest of the Pairpoint Corporation.



Harry D. Wintringer, president of the Steubenville Pottery Co., spent two days of this week here on one of his infrequent visits to New York.



Other buyers in town this week were W. E. Clark for Marshall Field & Co., Chicago; C. Anderson, of Chicago; R. Phillips, for R. H. White Co., Boston, and W. B. Stanton, for Stewart & Co., Baltimore.

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#### THEODORE JONES ELECTED PRESIDENT.

AT the annual meeting of the stockholders of the Jones, McDuffee & Stratton Co., held April 3, the following officers were elected: Theodore Jones, president; Solomon P. Stratton, treasurer, and Harry N. Milliken, assistant treasurer and clerk. They, together with Frederick E. Proctor and William H. Childs, were also elected directors of the company.

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#### THE GOLF SCHEDULE.

AT a meeting of the Board of Directors of the Pottery, Glass and Brass Golf Association held April 3 the following schedule for the coming season was adopted:

- May 24 at Forest Hill Field Club, Soho, New Jersey.
  - June 21 at Richmond County Country Club, Staten Island, N. Y.
  - July 19 at Scarsdale Golf & Country Club, Hartsdale, N. Y.
  - Sept. 20 at Essex County Country Club, West Orange, N. J.
  - Oct. 18 at Glen Ridge Country Club, Glen Ridge, N. J.
- The contest for the championship will be held at Glen Ridge.

The Tournament and Handicap Committee was appointed as follows: William S. Pitcairn, chairman, and J. D. Dithridge, L. S. Hinman and J. M. Miller.

Two or more trophies will be offered for each

tournament, the first for the best net score and second for best net selected score.

Prizes have been offered as follows: By President Peck, for season's best selected score, and by William S. Pitcairn, J. M. Miller, J. D. Dithridge, John J. Miller, L. S. Owen, CROCKERY AND GLASS JOURNAL (annual Trophy), and "Pottery, Glass and Brass Salesman" (Championship Medal). Other members desiring to contribute trophies are invited to make known their wishes to the secretary, L. S. Owen, 126 Fifth avenue.

As in former years the annual dues are \$2.00, entrance fee for each tournament \$3.00, payable to J. Meredith Miller, treasurer.

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#### REMOVALS.

THE Cambridge Glass Co. are now installed in their new showroom at 49 West Twenty-third street, one door east of the Morimura building. The fixtures are very handsome and when the ware is all in place they will have a room that will compare favorably with any of the uptown places.

Demorest & Co., representing the Co-operative Flint Glass Co. and other factories, moved on Wednesday into their uptown quarters where they occupy a suite of two large rooms on the fifth floor of the Presbyterian Building, 156 Fifth avenue, corner of Twenty-first street. They also have an option on still another connecting room the use of which they are contemplating for the display of their lines. Wm. A. Demorest, who is associated with his father, Wm. R. Demorest in the firm, expects to have his fixtures in place and everything in apple pie order in a few days.

Warren H. Dunn, now located at 92 West Broadway, has leased the first floor of the Building, No. 9 East Twenty-second street, where he expects to move April 15. In his new quarters he will have excellent facilities for showing the lines of the Wellsboro Glass Co., National Clock and Mfg. Co., Pittsburgh Cut Glass Co. and the metal specialty line of the Republic Specialty Co—all of which he represents in the New York market.

About May 1 Rich & Fisher, retail dealers in china and glass, will move to 411 Fifth avenue, where they have leased a store and basement. They are now at 467 Fifth avenue on the site of the new Woolworth store and in moving not only get a much larger and better store, which they need, owing to their increasing business, but they also get a better location, being right among the high grade dry goods stores. This firm has deservedly prospered ever since it started a few years ago. Just now Rich & Fisher are having a moving sale and are rushed with customers.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

Inability to secure certain grades of foreign clays used in the manufacturing of pots for glass factory furnaces is causing manufacturers

more or less inconvenience, but no serious trouble has so far resulted. It is said that in some instances pots have cracked on account of the clays not possessing sufficient refractory properties. It is also said that while American clays may be all right for certain clay pot batches, there are properties in the American clays that are detrimental and that some grades of imported clays are superior to American clays for glass pots. Inability to secure sufficient quantities of imported clays has compelled the pot manufacturers to use the domestic article. Not much trouble has been caused glass manufacturers in this district on account of pots going bad, but some slight inconvenience has resulted.

The greatest trouble in securing normal production of glassware is caused by the inability to secure sufficient raw materials. The price does not enter into the situation. Inability to secure deliveries is the principal source of inconvenience. Manufacturers interviewed upon the material situation declare that they are willing and anxious to pay a premium for materials, but the question of supply and delivery is the most serious problem confronting them.

On account of the high prices demanded for all lines of building material, the call for lighting glassware is not up to normal. Only a small amount of large commercial building work is in sight.

The proposition to use decals for glass decorating purposes has been put aside for the time being at least. The scheme has been successfully worked out, but inability of decal manufacturers to secure paper is admitted to be a serious problem.

Former United States Senator Nathan Scott has made known his willingness to offer the resources of the glass factories in which he is interested to the Federal Government for whatever use the same might

be deemed necessary. Mr. Scott is just now taking a holiday away from the Wheeling district. His loyalty in the present crisis is commended by his host of acquaintances in the trade.

Fred Abbott, formerly night factory manager for the McKee Glass Co., at Jeannette, has assumed the management of factory No. 2—the new annex of the L. E. Smith Glass Co., at Mt. Pleasant, Pa.

Buyers should note that glass manufacturers, generally speaking, are not guaranteeing prices for any length of time and selling lists will be regulated solely by the costs of manufacturing. Nothing is being taken for granted. All materials are now being bought at unheard of prices. "If raw materials decline, we'll revise our selling prices downward," said one manufacturer this week.

Six ounce jelly tumblers are selling this season on the market at twenty-one cents per dozen. This is a rate of double list less twenty-five per cent. The former price was fourteen cents per dozen.

Confectioners' and display jars were also advanced this week, and a general increase of ten per cent is prevailing. On the lamp lines, a similar advance of ten per cent is in effect.

Manufacturers of portables declare that they are strictly up against it with reference to the metal market. In numerous instances, orders placed for metal parts early in the year have been steadily advancing, so that the assemblers do not know from one week to another what the market will be.

Because of prevailing conditions glass manufacturers have come to the conclusion that to continue to take orders at present prices they would face the probability of filling them at a very largely increased cost. Some glass manufacturers have advanced their prices, and others have signified their intention of doing so. Effective last Monday, an advance of ten per cent has been announced on prices of lead and lime blown tumblers

and lead blown stemware. This, however, does not include blown pitchers and blown nappies. It is also generally understood that the new prices just announced are for orders taken only during April, May and June, and then only for ware that can be shipped on or before July 1. Some manufacturers are reserving the right to accept any order which may not be filled prior to July 1, upon condition that if another advance is necessary, the order will only be filled at the price prevailing at the date of shipment. \_\_\_\_\_

Nearly one hundred boys employed at the Rodefer Glass Works went out on a strike, demanding an increase in wages of fifteen cents more on the turn or thirty cents a day. The night shift boys have joined the strikers. An effort is being made to settle the trouble. \_\_\_\_\_

Recent transactions in stock of the Hazel-Atlas Glass Co. at Wheeling have been very brisk, the shares soaring to 187. This stock is listed to pay a dividend of two per cent this month.



The Wellsboro Glass Co., who are occupying the Hoare building, are now running seventeen machines automatically cutting tumblers and are building twenty more. They have recently contracted for a big supply of blanks and expect soon to turn out 10,000 tumblers a day.

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## HOW TO SUCCEED IN RETAILING.

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THE day has gone by when a man can place a stock of goods on his shelves, and waiting for customers to come and purchase them make a success of business. There are too many in business today for all to succeed. Only those who make a scientific study of business in general and their own business in particular ever succeed.

The writer has often said that any man who wished to succeed could do so. This is theoretically true. He who will may succeed, but he must be willing to pay the price.

The modern American wishes for everything that success gives without being willing to pay the price. Therein lies the cause of a large per cent. of the failures the commercial agencies report every day.

Many men in all walks of life look upon the merchant as a specially favored individual. They envy him his business, and have a secret longing to go into business themselves. Many do so and pay the price. They either fail or succeed. They pay the price either way. They find that it is just as hard work merchandising as it is farming, or manufacturing, or carpentering, etc. If they are made of the right kind of stuff they sacrifice

their ease and comfort for a period and succeed, they pay the price and receive the reward. If, on the other hand, they are not fitted to succeed they fail, and still pay the price without obtaining any compensating prize.

A young salesman had an ambition to become a merchant. He had no capital, nor had he friends who might help him out with either credit or capital. After five years spent behind the counter he mentioned his ambition to a traveling salesman with whom he was fairly friendly.

The traveler said: "Dan, it is a laudable thing to have an ambition like yours, but you might just as well settle down to a job behind the counter. You'll never be a successful merchant."

The clerk was indignant. "Why?" he asked.

"Because any man who has worked for five years, as you have done, and who has received a fairly decent wage during that time and has no one else to support but himself, who has not saved enough money to make a start is not likely to be fit to succeed."

"A lot of money a man can save on \$15 a week," retorted the clerk.

"If he wanted capital to go into business very badly he could save at least half of it, and by judicious handling in a very few years get a very nice start towards being a capitalist. If you had a thousand dollars you could start a small business in the outskirts of the city and gradually build a very profitable business, growing with your locality and become a success. All your sacrifice for the first few years would be amply repaid in later years with comfort and success."

That clerk began to save, and today has a very successful store, he worked hard during the first few years, finding it hard work at times to stick to it, but he paid the price and now has a business that he leaves largely in the hands of others while he takes life a little easier. He paid the price and is receiving his reward.

Ask any merchant who has been in business for fifteen or twenty years if he could not have made a greater success of his business if he had made a few more sacrifices in the earlier years, and he will tell you that that was his biggest mistake in business life.

But the sacrifices a merchant has to make are not such that they should frighten anyone from trying to succeed.

Here's a merchant who has a growing business. He is well liked, knows his line of business very well, people like to trade at his store because he has a likeable personality. He is a good mixer and likes to get out in a crowd and enjoy himself. His motto is "Live while you're living." In a few years his business is gone, he is a broken down man because his motto has been lived up, he has lived his life, a fast one, and he has paid the price.

Here's another merchant who starts in business and the prospects are bright. He takes up some particular sport, such as golf, bowling, and, having an aptitude for



this, becomes a local celebrity. He has a greater ambition to be known as a good sport than as a successful merchant. His ambition is gratified, and in a few years his business is gone, together with his little capital—and his friends too.

Retailing requires that the merchant sacrifice most things upon its altar at the start, but it bountifully repays for the sacrifice later on in life when a man can really enjoy it better.

Economy is essential to business success. All waste must be eliminated.

Mr. Leon Mandel, of Mandel Brothers, once said in answer to the question, "Why do merchants fail in business"?

"Few business men in America are content to spend their lives building success. They want to accomplish it in a year or two.

"I have long been convinced that business failure is



AN UNUSUAL DISPLAY AT FERDINAND BING & CO.'S SUCCESSORS.

Character stands for much, it means temperament, it means repute, it means capacity, it means genius, it means a thousand other things too numerous to mention, but which we all recognize.

A man must be honest, his integrity must be above reproach if he wishes a large measure of success. He may stimulate these things for a while but they must be inherent if he wishes permanent success.

As a man builds up his business he must build up his character. The two buildings should progress side by side and be indissolubly joined.

Industry is necessary in any line of work. The toiler gets the prize while the loafer stands by, envious of his success.

largely due to extravagance, and hurry to achieve success.

"The fault of extravagance covers not only the conduct of the business itself, but the business man's personal life. Men plunge headlong into wanton expenditures, instead of husbanding their resources for the time of emergency."

True economy is not parsimony. Niggardness is as fatal to success as extravagance.

Nerve is necessary to succeed in mercantile business, because a merchant has to make his calculations months in advance to succeed. A merchant must sometimes have nerve enough to spend more than half of his capital in the fitting up of a store, and yet the best fitted

stores succeed best, all other things being equal. It requires nerve to take a store at an annual rental almost as large as one's capital, and yet this is often done successfully. The merchant who lacks nerve lacks business character and will not get out of the ranks of mediocrity.

Capital is the least necessary of all these requirements for success. That may seem a queer statement to make, but it is a fact. Capital does not keep a man from making a failure of business, it prolongs his business career sometimes, but his failure starts when he commences his business.

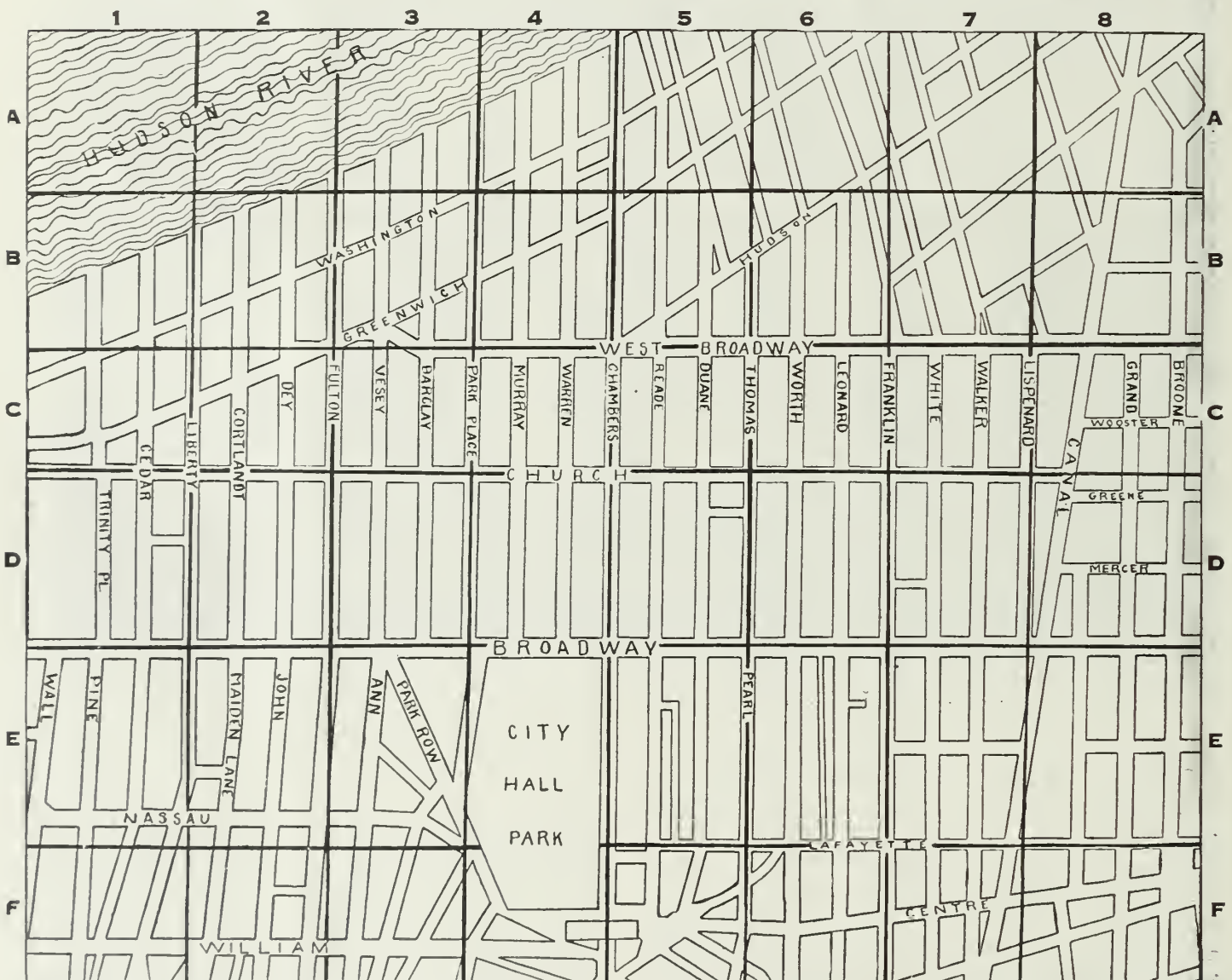
A man may go into business on a small capital and enlarge it, if he has the necessary requirements for success. Capital is necessary to business success, of course, but a small capital is as good as a large one in the right hands.

Experience we all gain as we go through life. Yet it is necessary that the merchant have a certain amount of experience if he may succeed.

The application of our experience to our business is what counts. If we go on in the same old rut, year after year, and allow others, more enterprising, to pass

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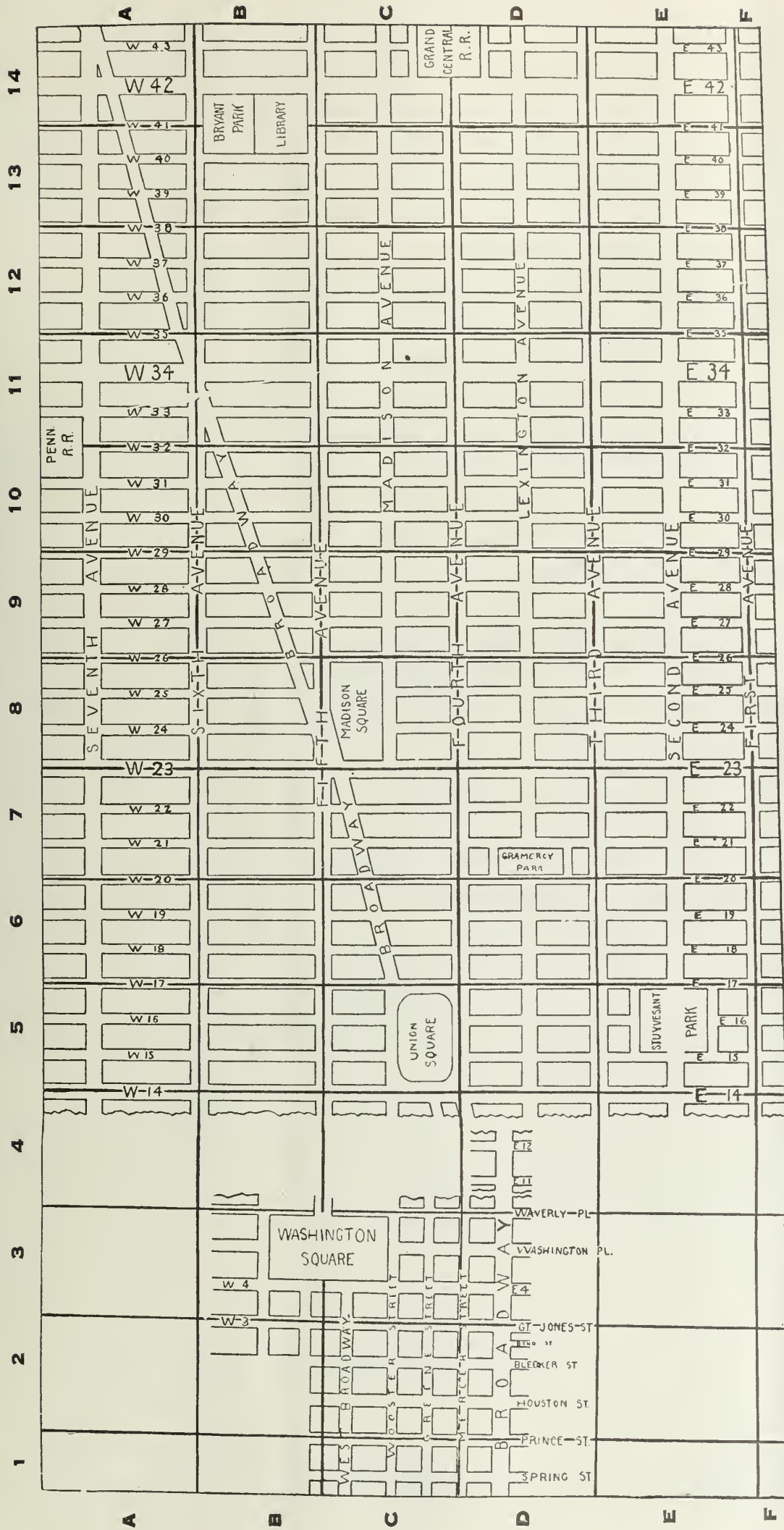
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Benedikt, H., 71 73 Murray St.....	B 4	Honesdale Decorating Co., 36 Murray St.	C 4	Roessler & Hasslacher, 100 William St...	E 2
Bernardaui, L., & Co., 46 Murray St.....	C 4	Hines, J. J., 25 West Broadway.....	B 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Davison, John, 14 Barclay Street.....	D 3	Kupper, Herman C., 52 Murray St.....	C 4	Tarentum Glass Co. 25 W. B'way.....	C 3
Dorflinger, C., & Sons, 36 Murray St....	C 4	Maddock & Miller, 54 Murray St.....	C 4	Tharaud, Justin, 25 W. B'way.....	3
Duncan & Miller Glass Co., 92 W. B'way.	B 4	Miller, Edward, & Co., 68-70 Park Place..	C 3	Vogt & Dose, 65 Barclay St.....	C 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4	Potomac Glass Co., 66 W. B'way.....	B 4	Williamsburgh Flint Glass Co., 96 Park Pl.	B 3
Fosteria Glass Co., 66 W. B'way.....	B 4				
Friedlaender, Oscar C., 40 Murray St.....	C 4				



Locations of Firms in the Uptown District.



- Bing, F., & Co.'s Successors, 67 Irving Pl. . . . . D-6  
Bloch, L., D., & Co., 153 Fifth ave. . . . . C-7  
Boote, E., 35 W 23d. . . . . B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. . . . . B-8  
Bryce Brothers Co., 240 Fifth ave. . . . . B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way . . . . . B-9  
Bryren, J. D., & Co., 239 Fifth ave. . . . . C-9  
Brecht, Albert J., 31 Union Square . . . . . C-5  
Colonial Co., 145 W 18th. . . . . A-6  
Cox & Lafferty, 1140-1146 Broadway . . . . . B-9  
Cox, C. I., 19 Madison ave. . . . . C-8  
Delta Croix Glass Co., 49 W. Twenty-third. . . . . B-8  
Cambridge Glass Co., 49 W. Twenty-third. . . . . B-8  
Dohrmann Commercial Co., 85 Fifth ave. . . . . C-6  
Fry, H. C., Glass Co., 200 Fifth ave. . . . . B-8  
Fondeville & Van Iderstine, 85 Fifth ave. . . . . C-5  
Gillinder & Sons, 19 Madison ave. . . . . C-8  
Gray, Horace C., Co., 200 Fifth ave. . . . . B-8  
Gredelue, A., 129-131 Fifth ave. . . . . B-7  
Guerin, Wm., & Co., 43-47 W 23d. . . . . B-8  
Guernseyware, 16 W 23d. . . . . B-7  
Haviland & Co., 11 E 36th. . . . . C-12  
Haviland, Theodore, & Co., 200 Fifth ave. . . . . B-8  
Haviland & Abbot Co., 95 Madison ave. . . . . C-9  
Imperial Art Glass and Lamp Works, 205 W 19th. . . . . A-6  
Koscherak Bros., 129-131 Fifth Ave. . . . . C-6  
Lancaster Glass Co., 200 Fifth ave. . . . . D-8  
Manhattan Glass Co., 332 E 28th. . . . . F-9  
Mogi, Momono & Co., 105 E 16th. . . . . D-5  
Morimura Bros., 53-57 W. 23d. . . . . B-8  
Mailbrunn Co., 40-42 East 17th. . . . . C-6  
Noe, Wm. R., & Sons, 53-55 W 21st. . . . . B-7  
Fairpoint Corporation, 43-47 W 23d. . . . . B-8  
Phoenix Glass Co., 230 Fifth ave. . . . . B-9  
Plume & Atwood Mfg. Co., 30 E 42d. . . . . C-14  
Pitcairn, W. S., 104 Fifth ave. . . . . B-5  
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. . . . . B-8  
Roseville Pottery, 621 Fifth ave. . . . . C-5  
Straub, Paul A., & Co., 105-107 Fifth ave. . . . . D-2  
Tajimi Co., 597 Broadway. . . . . B-8  
Torloring, E., 35 W 23d. . . . . C-6  
Takito, Ogawa & Co., 101 Fifth Ave. . . . . B-8  
United States Glass Co., 24th St. & B'way. . . . . B-5  
Venon, J. H., Inc., 104 Fifth ave. . . . . A-13  
Van Gieckland Co., Inc., 110 W 40th. . . . . C-6  
Wedgwood, K. L., 133 Fifth ave. . . . . C-6

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us in the race for success, our experience is worthless to us.

In the year 1862, a leading wholesale and retail dealer in a large western city was doing a good business with a capital of \$22,000 invested. With this capital he made money readily, so that in a few years he was worth \$85,000—as much as Marshall Field was worth at that time—But this dealer was not one to take count of his experience. He would run his business in the way he wished. He took no stock in the changing of public opinion and of better ways of doing business.

Two years later this dealer was in hot water. His capital was practically gone and he was a broken man. In the meantime Marshall Field was building along the line of experience—and we all know how he succeeded.

Business is a science. The merchants who study it as a science, succeed. Men who trifle with it, fail.

The man who will win must pay the price—but the

rewards are always ample. The laws of success are so simple that they are almost trite.

Study the science of the business and be willing to sacrifice ordinary things to your ambition to succeed. Build up a character that will stand the test of time. Be industrious and have the nerve to venture as far as your capital and experience warrant. If you do these things you will surely succeed.

REPORTS are current to the effect that the Bellaire (O.) Enamel Co. are contemplating the installation of machinery in their present quarters and for the erection of other buildings for the purpose of manufacturing enamelware. The plans, it is said, calls for the investment of approximately \$300,000. When asked concerning the report the company was not in position to give out any details concerning the new enterprise.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

## WILL HAVE A FALL EXHIBIT.

THE success of the recent showing of 5, 10, and 25 cent goods at the Broadway Central here has led to the announcement of a fall exhibition that will be held at the Grand Central Palace, beginning July 30. It will be under the direction of a new corporation, to be formed out of the New York Exhibition of 5, 10, and 25 Cent Goods, and will be managed by Charles D. Bailey. A number of prominent men in the small wares trade will act as advisory directors. According to present plans the entire third floor of the Grand Central Palace will be occupied by the exhibition, half of the space laid out in a tentative floor plan already being spoken for by exhibitors at the recent show. The lines to be exhibited will include general merchandise that retail from 5 cents to \$1. It will be a strictly trade show.

WE cannot help looking up to the man who is well dressed and who carries himself well. Appearance does help a man to create a favorable impression upon the people he meets.

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

## HELP WANTED.

POPULAR-PRICED cut glass table tumbler salesman wanted. State experience. Address A 124, this office.

A LARGE concern manufacturing a very good line of brass art goods—such as brass jardinières, smoking stands, umbrella stands, cuspidores, electric lamps, etc., and also some very good specials in mahogany novelties, such as nut bowls, fruit bowls, smokers' stands, trays, etc.—would like to connect with traveling representatives for Philadelphia, Baltimore, Washington, D. C., Pittsburgh, and southern territory. Commission basis only. Must be acquainted with department store, furniture and housefurnishing trade, and must be a live wire. Address A 126, this office.

## SITUATIONS WANTED.

IF you want an efficient cut glass salesman—I'm your man. Have specialized in selling this class of goods for several years and know the trade thoroughly. Prefer to travel through the West and South where I have a strong following. Address A 125, this office.

## BUSINESS OPPORTUNITIES.

GLASS KNOBS WANTED.—Advertiser desires names of manufacturers that make various kinds of glass knobs, or that will make same according to samples submitted. Address A 127, this office.

## FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or in glaziers. Excellent reason for selling. A bargain if bought quick. Address Ohio, this office.

## Jones, McDuffee &amp; Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	"
The Flow Blue MEISSEN, Onion pattern,	Ridgways
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The ARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAK WORTH,	"
The TRIESTE,	"
The WINDERMERE,	"
The HANSA,	Alfred Meakin, Ltd
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	"
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	"
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted.	John Aynsley & Son
and other stock patterns from original sources.	

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

Stock Patterns which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 12, 1917.

## THE CONDITION OF BUSINESS.



Owing largely to the religious holidays, **New York** Easter and the Passover, the wholesale trade in and around New York was about as dull as could be imagined. In addition to that the decision for the active participation of the United States in the world war has resulted in a falling off in trade all over the country. But this condition can only be temporary, for everybody knows that war stimulates business, as was proven in '61 and '98, and in the present war, which began in 1914. History may be depended on to repeat itself. In those years mentioned there was a cessation of trade in the beginning, and then as soon as money was paid out for war munitions, clothing, leather goods, and, in fact, all of the trappings and paraphernalia that are essential to the successful prosecution of war, business started up with a rush.

So it will be in the present crisis. The depression will not last long unless the war ends suddenly; otherwise the biggest boom in business may be looked for. Prices will soar to higher levels and many people will make fortunes. The laboring man will get wages that a year ago would have astounded him. But, the men on salary, who are struggling against the high cost of living, will be worse off because of war conditions. They are the clerks, bookkeepers, salesmen, school teachers and others in what are called genteel occupations.

As for trade in the near future it is certain that the importers will find difficulty in getting enough ware to supply those who have placed orders with them. It is extremely difficult to get ocean tonnage because of the submarine scare and there is no prospect of immediate

relief. The arrivals have been very meager, although within the last ten days fair sized shipments have arrived, both from England and France, and it is known that there are many packages in both these countries awaiting transportation. But the arrivals and the ware stored on the other side are but a drop in the bucket when measured by the normal demand. Importations have fallen off steadily, and so far as it is known the loss is approximately sixty per cent.

The output from the domestic potteries has increased but has not yet reached normal. A slight relief has been given them by the fairly good supply of clays received last week, but the labor shortage is liable to go from bad to worse.

The output from the glass factories is larger than for a long time past. The same difficulties which beset the potters handicap them with no immediate relief in sight. The high price of raw materials, while bad, is not so great an obstacle as the lack of labor, because manufacturers can increase their prices sufficiently to cover themselves, but they cannot create hands.

The retail trade was hurt by the demand for wearing apparel just before Easter, but on the whole, perhaps business was a little better the first part of the month than is usual before Easter. But there has been a decided drop this week. The heavy snow storm of Monday caused an almost complete cessation of trade. This was followed by cold and blustering weather which was not helpful to business. Large cities feel these effects more than the country places, but the rural dis-

tricts have bad roads to contend with and the consequence is that trade will not be any too brisk, for a week or two at least.

As there is no possibility of a large increase in output in either crockery or glass for months to come buyers will have to possess themselves with patience. It is well to order ahead so that if a change for the better comes those who have orders on file will get the first shipments, and exasperating as it is to buy goods without a price, it will be wise to order even if no price is given.

#### **Pittsburgh and Vicinity**

Production of glass is not up to normal on account of the scarcity of both skilled and unskilled labor.

In one plant, however, sufficient labor has been secured to start an idle furnace. The market is firm at present, with an upward tendency showing that buyers still want merchandise. But trouble continues in securing raw materials, and new embargoes are proving a handicap on western shipments. The demand for cut ware and blown tumblers is heavy, and factories are well filled with this class of business. A few salesmen are on the road, but only short trips are being made. Portables are active, and it is reasonable to believe that selling lists will undergo advances on account of the metal market.

#### **East Liverpool and Vicinity**

Orders with manufacturing potters in this territory continue strong, and shipments are reported slightly improved. A decided improvement in the clay situation is noticeable, receipts being active during the last ten days. Plaster is also in heavier receipt, and mold makers are now able to work to advantage. Prices remain firm, and one advance to 33½ on base of invoices is reported. Some materials used by manufacturers are continually advancing. Workers are producing more ware. Fuel troubles seem to have been eliminated. Embargoes on two trunk lines were again reported April 6.

### **RECENT CUSTOMS DECISIONS.**

THE importers of Rockingham and yellow ware, particularly teapots, have had a controversy with the Government which has extended over two years. They, it seems, claimed a discount of fifteen per cent while the Government thought that seven and a half was right. The decision is in the nature of a compromise as the officials have found in their examinations abroad that commissioners varied and have averaged the commission at twelve and a half per cent. The appraisers, Fischer and Cooper, handed down the following:

From Burslem, Eng., exported Nov. 9, 1914; entered at New York Dec. 19, 1914. File No. 78442.

Entry No. 318112-1. Opinion—These re-appraisements involve the question of the foreign market value of Rockingham ware imported from England during the years 1914 and 1915.

The invoices call for a discount of 15 per cent but the appraiser contends that the foreign purchaser is allowed a discount of only 7½ per cent. The officer accordingly advanced the value of the goods by disallowing 7½ per cent of the discount claimed.

We now have before us for the first time the deposition of the manufacturers and shippers of the merchandise in dispute, taken on commissions issued upon request of Government counsel.

We find from the testimony and the record in the case that 12½ per cent is the average discount allowed to purchasers of these goods in the home market of Great Britain.

In view of the fact that we base our finding chiefly upon the testimony taken abroad, the motion to reopen the hearing, for the purpose of further examining a witness in this country, is denied.

Invoiced at list prices less 10 per cent and 5 per cent. Add crates and straw. Reappraised at invoice prices less 12½ per cent.

### **CAMBRIDGE GLASS CO.'S NEW QUARTERS.**

NO matter how fine a line may be produced by a factory it can materially lose or gain in value by the way it is displayed. This truth has been demonstrated by the Cambridge Glass Co., who removed last week to their new uptown showroom, 49 West Twenty-third street, one door east of the Morimura building. It has always been a recognized fact that the concern made a nice line of goods, but to really appreciate it one must see the ware in its new environment, where it is enhanced in appearance to an almost incredible extent by having plenty of room in which to show the different designs separately. This plan is aided by a luxurious background that is provided by exceedingly handsome fixtures of carved old English oak used in conjunction with a generous display of mirrors which line the walls and top the tables, making a setting that is faultless. The new equipment does not stop here however, for up-to-date new mahogany furniture adorns D. King Irwin's private office as well as the outer office, giving the place a spic and span appearance throughout. Aside from the large general salesroom and the spacious offices, another long room partitioned off in the rear serves to display the concern's line of druggist's glassware, as well as other items made by the factory that come under classifications other than table glassware. A. J. Bennett, head of the company, and manager Irwin are to be congratulated upon their choice of location as well as the excellent taste they have shown in fitting up the place, which compares well with the finest in the uptown district.





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.

Tips to Dealers Looking for Ready  
Sellers.



### ATTRACTIVE NOVELTIES IN FLOWER BOWLS.

Despite the rush of orders on file with the Brush-McCoy Pottery Co., the concern has found time to introduce some pleasing novelties in flower bowls and blocks that are being greatly admired at the salesroom of Cox & Lafferty, local representatives for the factory. The bowls are wonderful combinations of attractive colors in highly glazed mottled effects with a rolled edge style. One is shown in a two-toned blue, another in French gray and lavender, and another in terra cotta and white, and still another in green and pink; all having flower blocks to match. A heart-shaped bowl is also shown with a heart-shaped flower holder to correspond. It is very odd and should make a ready seller.

### PERIOD DESIGNS IN CONFECTION JARS.

At this time, when novelties are in special demand, a line of covered confection jars or urns recently placed on view by manager Sherman at the Pairpoint Corporation's salesroom is sure to be of more than passing interest. They will find ready buyers in that class of customers who appreciate refinement in glassware. Three exceptionally handsome designs are shown, a Georgian, Louis XVI and Adam, as well as an old English raised diamond cutting that is equally effective. The usual Pairpoint quality is in evidence in both the crystal and the workmanship.

### 1918 IMPORT LINE NEARLY READY.

The Tajimi Co., having thoroughly considered the extraordinary conditions prevailing with regard to transportation, etc., came to the decision that they would bring out their new import line in plenty of time to enable the buyer to place his order for next Spring early enough to preclude any possibility of his not having them when wanted; hence, it will be entirely up to the dealer whether the goods are in stock or not when they are needed, for the concern have had their designers and factories in Japan working for several months upon the line, a considerable part of which is already in place in their New York salesroom. This line includes a lot of surprises that the buyer interested in live merchandise cannot afford to pass by. These enterprising merchants have assembled a novelty basket line

that would be difficult to surpass, for they have built up a reputation for their strong showing in baskets in the past, but this display surpasses anything they have brought out heretofore. A whole room is devoted to nothing but baskets of all sorts and for every conceivable purpose. Aside from this there are novelties galore in the most artistic items imaginable, such as absolutely new creations in rich lacquered boxes, featuring entirely new ideas in coloring and decoration that are a revelation to the trade. The lines mentioned are only a beginning. The only way to get an idea of the comprehensiveness and originality of the whole exhibit is to see it.

### FISHING BOY AND OTHER NOVELTIES.

Koscherak Bros. is coming to be known as the house of surprises for no week passes in which the introduction of something new at their salesroom is not recorded. The latest novelty put on display is a fishing boy for use in ornamenting flower bowls, etc. The boy is barefooted, dressed in rural style and shown in a realistic sitting posture holding a fishing rod and line. It is well molded in a decidedly lifelike manner from a hard composition material. Besides commanding a ready sale, it should add to sales of flower bowls. Another composition item shown is a Buddha, which is an exact reproduction of the one shown in the Metropolitan Museum of Art. This is made in a bronze and gold finish in four sizes, the largest of which measures about 18 inches high. Then there is a large Japanese boy figure that is very clever.

### DO NOT MISS SEEING THESE.

The country being in a furore of patriotic excitement, anything in the shape of emblems is finding a brisk sale, and the merchant who has not yet loaded up on some of these money-makers should lose no time in investigating a line made by the Lancaster Glass Co., cuts of which are shown this week in the concern's advertisement. These are just a little bit different from what is ordinarily seen in items of this character and consequently are in great demand wherever shown. Aside from the steady individual sales, they are sure to be wanted in quantities as dinner favors, etc. They con-

sist of an "American Eagle," a "British Lion," a "French Bulldog" and a "Russian Bear" wonderfully made in different finishes. Frederick Skelton shows the complete assortment at his salesroom.

#### BASKET NOVELTY CO. INTRODUCES NEW LINE.

In addition to their regular line the Basket Novelty Co. have brought out a beautiful and comprehensive assortment of combination leather and wicker baskets, which is one of the best of its kind to be found on the market, introducing specialties that will make rapid-fire sellers for ordinary uses as well as holiday demands. There are sewing baskets in all sizes and shapes, cretonne, satin, silk and leather lined, and completely fitted with every accessory for the seamstress. The daintiness as well as the substantial quality of the baskets instantly appeals to milady, who simply cannot resist them.

#### A NEW ORNAMENTAL POTTERY.

James J. Temple, New York representative of L. Bernardaud & Co., has opened a new and distinctive line of hand-painted pottery, including vases in many shapes and sizes, bonbon boxes, large and small baskets, jardinières, candlesticks, jewel boxes, etc. The shapes are classical and the decorations are in many cases reproductions of Sevres and East Indian Museum pieces. They are high class goods, the painting having been beautifully executed by the artists and the colorings are perfect copies of the originals. The line is unusually attractive and the prices moderate.

#### IN NEW QUARTERS.

B. Gunthel, the New York representative of "V. S. L." glassware, who for the last fifteen years has been at 73 Barclay street, has taken room 44 at 25 West Broadway, where he may now be found.

### BOSTON BUSINESS NOTES.

WHOLESALE and retail business has slowed up noticeably during the past two weeks, probably due to the declaration of war and to the extremely cold and stormy weather which is unusual for this season of the year, even in New England. The department stores complain about the slump, but the old-timers are not worrying. They believe that caution is natural in view of the war, but it is bound to give way to a feeling of security followed by a renewal of the rush. But the poor deliveries and the slow filling of orders are annoying everyone. The story is being told of one department store which ordered goods a year ago last November and as no delivery was forthcoming it again prodded the factory in February. The order was finally renewed at the new prices after the store had been told that all back orders were automatically cancelled January 1, 1917; but so far the renewed order has not

been filled. Some agents, however, profess to see improvements in filling orders that are being placed at the present prices.

Clarence E. Dodge, of the Cooke-Dodge Co., left for Providence, with samples which he is to show at the Narragansett Hotel for three weeks. Arrangements have been made for H. P. Hunt to spend the next three week-ends assisting Mr. Dodge and for the two salesmen who cover Connecticut and Rhode Island with autos to bring in buyers. The company has hired a new man to cover Pennsylvania and New York. It also has taken the jobbing of the "Glasbak" glass cooking ware and jobbing of the Wagner cast aluminum ware.

W. R. Clafin and Frank Smith were back at their places of business on Wednesday after a twenty-three day trip to Porto Rico, during which they went all over the island and had a fine time.

Theodore Jones and the Boston Safe Deposit and Trust Co., trustees of the estate of Theodore Jones, of Jones, McDuffee & Stratton Co., have purchased the building, 1-11 Friend street and 14-18 Union street, which is assessed at \$95,000. Harvard College was the former owner.

George D. Herron, of the Herron Cut Glass Co., of Fall River, was here this week and announced that he had increased the number of frames in the factory fifty per cent. He brought along new samples of rock crystal cuttings and reported more business in hand than he can handle even with the increased capacity.

Harvey Bros., carrying the Wagner cast aluminum line, and Lessing & Berry, with lamps and brass goods from J. Friedman, New York, have opened sample rooms at 41 Pearl street.

H. P. and H. F. Hunt Co. have received a novelty in colored glass from the Westmoreland Specialty Co. It is shaped like a hat worn by Uncle Sam of the cartoonists.

Postal cards received by a friend in this city this week from W. E. Noyes tell of the opening by the W. T. Grant Co. of its twenty-eighth store, at Reading, Pa.

The following buyers were seen in town this week: F. G. Nelson, for F. E. Nelson Co., Manchester, N. H.; Mitchell & Co., Haverhill; Mr. Emery, of Emery & Co., Bucksport, Me.; Dudley & White, Hampton Beach, N. H.; Brattleboro Crockery Co., Brattleboro, Vt.; A. G. Hood, Manchester, N. H.; C. Hitchcock of Hitchcock & Co., Ware; John J. Harrington of the Bon Marche, Lowell, and "Joe" Donovan for Robertson & Sutherland, Lawrence.



## Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

HOW many people (not speaking of the public in general, but people in the trade who make a living out of selling gas fixtures and appliances) actually know when gas was first used for light and by whom it was discovered? It is very doubtful if there is one out of a hundred. Consequently, some information on the subject should be of interest. The first discoverer of coal gas as a means of supplying light was William Murdock, a Scotchman. He was a genius of the first order and spent his life toward solving the problem of making gas serve as an illuminant. He made a lantern by fixing a tube in the neck of a gas-filled bladder. The sight of him wandering around at night with this strange beacon filled the neighbors with dismay, and he soon came to be looked upon as being in direct league with Lucifer. As a result of all his study and research he was able in 1792 to light his house with gas, and in 1802 he lighted in the same manner the Birmingham factory of his employers in honor of the signing of the treaty of Amiens that ended the Franco-British War. In 1812 a company was formed which began the lighting of London by gas. This was the premier gas undertaking of the world. In 1816 the first gas company in the United States was founded in Baltimore.

Efficiency and attractiveness have come together in a very good looking new single unit ball lately brought out by the Pittsburgh Lamp, Brass and Glass Co. in their well known heat resisting glass. Three effective embossed designs are shown, a Louis XV, Grecian and Sheffield—all excellent examples of good taste. They are shown in a glazed finish in a pleasing and very practical shape. Manager Chas. Kraft has just placed them on display at the New York office.

Lovers of the artistic are very enthusiastic over a beautiful new lamp which recently appeared in the lamp department at the showroom of Mogi, Momonoi & Co. The base is of sun spot bronze in a rather massive vase style and is fitted with a fine jeweled pergola shade, the frame of which is of gold finished carved wood, and paneled with figured silk of harmonizing colors. From the end of each panel dangle long gold

metal jewels, which impart a distinctly Oriental effect that is very pleasing.

The unique character of a line of Colonial style boudoir lamps recently added to the Pairpoint Corporation's display at their New York showroom will appeal to every one in search of the unusual. Several variations of the pure Colonial design are shown in



metal bases in a variety of appropriate finishes. These are fitted with glass shades in quaint hand-painted decorations as well as in the old style floral cuttings, most of which are further ornamented with cut prisms. The concern's regular line of table lamps also continues to attract as much notice as ever, on account of their beautifully designed bases and richly decorated glass shades which are real works of art.

While the beauty of a salesroom is not of great importance to the buyers there is no denying the fact that most of them prefer to go to an attractive, well-kept place where the goods are displayed with taste than to one where no regard for appearances is shown. Hence, in calling attention to the Maibrunn Co.'s showroom, 40-42 East Nineteenth street, it can conscientiously be commended as a place that the buyer will be glad to visit, excellent judgment having been used in giving the concern's line of lamp shades and lamps a perfect setting without detracting from the merchandise itself.

Ivory woodwork is employed throughout, with long display tables and chairs to match. The walls are done in cream color and very neat small semi-indirect fixtures add a pleasing finishing touch to the room. Cream colored shades are kept drawn in front of the display cases along the walls excepting when the samples are being viewed by a customer. Every size and style of silk shade that could possibly be wanted is here, embodying new ideas that will excite interest. Their showing of portables in mahogany, gold, ivory, etc., contains many special items in which excellent values are represented.

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## OBITUARY.

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THE heads of the firm of Wm. R. Noe & Sons as well as their employees were greatly shocked last Thursday to receive the news of the death of Henry T. Thorkilsen, one of their salesmen, who died suddenly that morning from a general breakdown, superinduced by a heavy cold which had greatly weakened his system. When he left the firm's establishment on the previous Saturday he was apparently in the best of health, with the exception of a slight cold, and consequently his friends were totally unprepared for the announcement of his death. Mr. Thorkilsen was held in affectionate regard by his employers, having been virtually brought up by the concern, starting with them as a boy of fifteen and gradually promoted by them until eight years ago he was added to their traveling staff. Since then he has covered the New England States and Pennsylvania where he made a host of warm friends who will learn of his death with the sincerest regret. He was also very popular among his associates in the business, who were all much moved by the sad tidings. Mr. Thorkilsen was twenty-nine years of age and leaves, besides his mother and father, two sisters and a brother. The funeral services were held at his home in Flatbush last Sunday.

Edward J. Sherer, an old-time crockery man, was found dead in bed at his home, 723 Eighth avenue, on Monday morning. He died of Bright's disease and heart trouble, aged sixty-seven. Mr. Sherer was born into the crockery trade because he came into the world over a crockery shop in Tottenham Court Road in London. His father was a commercial traveler for a crockery house. At an early age "Ted" naturally went into the crockery business and in time held a salesman's position at Morlack's and later at Goods' in London. Being later employed in the Civil Service Stores, run co-operatively in the interest of the people in the Civil Service, he soon became manager, which was a very responsible position. About 1876 Mr. Sherer came to New York where he held various positions, among them office man with the late Thos. H. Taylor and with Edward Boote. He left Boote's after many years ser-

vice to go with W. H. Plummer & Co. as a retail salesman during the rush season and held that position off and on for several years, and was employed by Mr. Plummer at the time of his death. Mr. Sherer was a widower without children, but leaves a married sister in England. The funeral was on Thursday and the interment at Kensico, N. Y.

Joseph K. Brown, said to have been the founder of the first co-operative flint glass manufacturing plant in the United States which he built at Beaver Falls, Penn., died on April 10 at his home in Columbus, Ohio, in his seventy-sixth year.

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## BUSINESS BRIEFS.

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Muskogee (Tex.) Glass Mfg. Co. has been incorporated with a capital of \$20,000.

The Unique Toy Co., Brooklyn, has been formed to manufacture toys and novelties with a capital of \$2,000.

The Phonetic Toy Co., Inc., New York, will deal in phonetic toys, novelties and talking machines with a capital of \$50,000.

National Joint-Limb Doll Co., Inc., New York, has been formed to deal in mechanical appliances, toys, dolls and novelties. Capital \$10,000.

Plans are under way for a two-story structure covering about 36,000 square feet at the northwest corner of Fordham Road and the Grand Concourse in the Bronx for a department store. The cost is estimated at about \$75,000.

The Tiffany Studios have leased for the use of their department of interior decoration, etc., the fifth floor at 32 to 46 West Twenty-third street, and extending to 21 to 35 West Twenty-second street, for a term of years, at a rental aggregating \$150,000.

The C. D. Hartzell Co., operating a chain of eight "five and ten cent" stores and maintaining its headquarters and general offices in Troy, N. Y., is in such condition that steps have been taken to wind up the affairs of the concern. It was stated that the total indebtedness of the company is in the neighborhood of \$58,000 and that the officers of the concern claimed the assets would amount to \$32,000.

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THE poor account that you don't go after often and persistently will never be collected. The surest way to make such an account worthless is to stop trying to get the money.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Now that war has been declared between the United States and Germany, the minds of pottery salesmen revert to the Spanish-American

war and recall the novelty pieces then in vogue, which showed a decal of a battleship, with the inscription "Remember the Maine" thereon. Up to this time no such novelty has been produced covering the present situation. One pottery has a series of decals, picturing battleships, but these have been used on calendar plaques. Buyers who have been in this market of late have made inquiry for such specialties, and the suggestion has been made that pottery manufacturers create some novelty of this character. A heavy demand is bound to follow. The "Remember the Maine" oval plaque was produced by the Potters' Co-Operative Co., and was sold at retail for fifty cents. A gold line plaque with an American flag in the centre is also in demand, but there's none offered.

\* \*

Edward Clinton, who has been in the western territory showing the Smith-Phillips China Co.'s line has returned home.

\* \*

Among buyers visiting the district of late were the following: I. Earle Wright, with Scranton Dry Goods Co., Scranton, Pa.; L. Hawthorn, with Wanamaker, New York; Sid Condict, Sedalia, Mo.; Mr. Snyder, with Mutual China Co., Indianapolis, Ind., and Albert Schenk, of Schenk China Co., Pittsburgh, Pa.

\* \*

Information received here is to the effect that the new plant of the Southern Potteries Co., Erwin, Tenn., is now in full operation. A general line of dinnerware—two shapes—is being produced.

\* \*

The receipt of a number of cars of china, ball and sagger clays within the last ten days was a decided relief to local manufacturers. For two weeks the situation was extremely serious. Suddenly, however, cars of clay started to roll in, and so heavy has been the receipt that a few of the smaller plants are having trouble

in securing sufficient storage space. One small plant has fifteen cars of clay on order, and is arranging to care for unloading as soon as they arrive.

\* \*

Copies of letters were received here this week from a western potter advising that on and after April 1, prices on invoices from that plant would be plus  $33\frac{1}{3}$ , which is reported to be the highest advance so far announced by any domestic pottery manufacturer. The increase applies only to business received on and after April 1, but orders taken previous to that date remain at former quotations.

\* \*

A report was current here this week that a new pottery was contemplated for this district, and the name of Joseph G. Lee, ex-superintendent of the Knowles, Taylor & Knowles Co., was linked with the story. Grave doubt was expressed, however, that Mr. Lee would be again identified with the industry. As he is away from the district, a statement from him is not possible at this time.

\* \*

Looking into the future, several manufacturers of this district have started to plan new shapes for 1918. Orders for two shapes have been placed with local modelers. Conditions may not warrant the placing of these new shapes on the market early, but the blocks and cases will be prepared.

\* \*

W. L. Smith, Sr., president of the Taylor, Smith & Taylor Pottery Co., has returned from a holiday spent in the vicinity of St. Petersburg, Fla.

\* \*

The Hall China Co has commenced to use that portion of the former pottery of the Brunt Pottery Co., recently purchased for clay shop purposes. This addition gives the concern an output of about one-third more than formerly.

\* \*

While no general advance in wages will be asked by pottery workers in July, there are several branches of the industry planning for an increase. The handlers will likely be one of the local unions to present such a

resolution at the annual convention of the National Brotherhood of Operative Potters, which convenes at Atlantic City early in July. Although the resolution for an advance in this branch may be adopted by the convention, it will have to be adopted by the general conference to become operative.

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#### W. S. PITCAIRN INTERVIEWED.

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LAST Saturday a reporter for the New York "Herald" interviewed W. S. Pitcairn, importer of china and earthenware, on the condition of business, and on Sunday the "story" was published. According to the "Herald" Mr. Pitcairn said.

"The people of the Southern States are buying the finest grade of merchandise sold anywhere in America.

"People in that section who formerly paid \$75 and \$100 for a set of dinner china," remarked Mr. Pitcairn, "now purchase sets costing \$400 and \$600. That is true in all parts of the South. They are demanding and getting the finest goods on the market, regardless of the great increases in cost.

"Conditions here are the same as in practically every other line to-day. The demand far exceeds the visible supply. In this line particularly, conditions may be described as phenomenal.

"When one considers that the business done in china and earthenware is the greatest in the history of the industry and adds to that fact the knowledge that the prices have risen fifty and sixty per cent above the level of two years ago, one may get an excellent summary of conditions in this line. The retailer who is able to get his orders for chinaware filled this year will be lucky."

Mr. Pitcairn said that practically all wholesale dealers in china and earthenware had ceased to fix prices on orders for future delivery.

"The demand for these goods so far exceeds the supply," he said, "that we are now refusing all except open orders. By that I mean that we now take orders for delivery when we can get the goods and the prices that then prevail. Yet in spite of this uncertain condition we have no difficulty in getting more orders than we want."

"Has there been any decrease in the production of china and earthenware since the war began?"

"No," replied Mr. Pitcairn. "On the contrary, the production has greatly increased, despite difficult manufacturing conditions. The great bulk of china and earthenware sold in the United States is imported goods. England is the greatest source of supply. Statistics recently compiled show that England's exportations of china and earthenware were larger last year than in 1914. The quantity of exports to the United States last year didn't increase, but there was marked increase in England's exportations of these

goods to Brazil, Argentina, South Africa and India. In fact, there was an increase in the exports of these goods to every country except the United States.

"Not only that, but the domestic manufacture of china and earthenware has continued. There has been a tremendous demand for low-priced goods such as is found in the five and ten cent stores and the domestic manufacturers supply a large share of that trade.

"In my business I handle imported goods exclusively, because I handle only the best grades of china and earthenware, which are made principally in England. The American manufacturer has not yet learned to make the fine grade of goods produced in England and France.

"The Japanese have made strides in this line as they have in many others," Mr. Pitcairn went on, "but as yet, their competition has not become serious. They have not become sufficiently skilled in turning out the grade of goods that the American public likes."

What do you think of the business outlook for the United States?

"It was never better, in my opinion," replied Mr. Pitcairn. "With the experience I have had in trying to supply the demands of my customers I could hardly think otherwise. It seems to me that the war situation will have no adverse effect on business. Everybody I know faces the future with calmness and confidence that is really surprising in view of the great obligation that the nation is now undertaking.

"We find the same excellent business conditions everywhere in the United States, and as I have indicated, the prosperity of the South is particularly striking. In the agricultural districts of the Middle West, notably in Iowa, business continues good. In the industrial centres, too, the sales have been phenomenal. Taking all factors into consideration, I think the American business man has reason for great optimism about the future."

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#### AN ATTRACTIVE BOOKLET.

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THE Mitchell, Woodbury Co., Importers, of Boston, Mass., is out with a new and attractive booklet showing various stock patterns in hotel table china, silver and glassware. The booklet was designed by Manager Arthur N. Howe, of the hotel department, and is full of useful information.

The slogan of the company is "the House that is known by the customers it keeps." It has lately made extensive alterations in its hotel department, bringing it up to-date. Buying in all the markets of the world, realizing the demand for novel and exclusive designs, enjoying the most intimate business relations with the largest manufacturers, but under obligations to none, they are in a favorable position to offer inducements as to quality, durability and prices.

The big building of this firm contains seven floors,



the street floor being used for display, the others for storing the immense stock, and the seventh is given up to custom house purposes connected with the business of the firm.

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## AT CHICAGO.

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THE local crockery and glass market was visited last week by an unusually large number of buyers. One of the outstanding features of the week was the complete optimism which prevailed in regard to the war. Everywhere there was war talk, of course, but crockery and glass men expressed themselves as of the opinion that the situation would not be greatly changed by this country's participation in the world conflict.

\* \*

The toy show which is in progress at the Morrison Hotel and the Palmer House has attracted many buyers of housefurnishings and similar goods. The show itself, however, so far has not been as well attended as the one last year, although the exhibits are much superior. Six entire floors of the Morrison Hotel are devoted to the show, which is expected to last until the end of the month. It is presumed that many of the buyers have delayed their coming, which accounts for the small attendance to date.

\* \*

One of the most interesting events of the week was the announcement by Takito, Ogawa & Co., the local Japanese importing house, that a modern warehouse building is to be constructed for their occupancy at the corner of Ontario and Orleans streets. The building is to be erected according to the plans of the company who will take a long term lease thereon. The warehouse will be served by a switch of the Chicago, Milwaukee and St. Paul Railroad, and will have all up-to-date facilities in the way of elevator service, fire protection, etc. The building will be seven stories high, with a basement, and is to be of heavy mill construction.

\* \*

George R. Spinney, sales representative of the Paul Richter Co., will shortly make a trip to Milwaukee.

\* \*

The Federal Glass Co., of whose Chicago branch W. H. Darrah is manager, will move on May 1st from 186 N. La Salle street, where space has been occupied on the third floor, to the eighth floor of the Tower Building.

\* \*

The women's eight-hour bill, which has been before the industrial committee of the Illinois legislature for several weeks past, was reported unfavorably last week. However, a sub-committee was appointed to consider the recommendation of an industrial commission, similar to the one which is now in control in Wisconsin. This is regarded as a serious danger by members of the trade here, as well as the proprietors of department stores, variety stores, and five and ten cent

stores. A meeting of the Associated Employers' of Illinois was held in the Louis XVI room of the Hotel Sherman to consider the appointment of the sub-committee as well as the instructions given by the main body. The metal trades were well represented, as was almost every other line of business. Several who spoke at the meeting said that there was little chance for action during the remaining six or seven weeks of the legislature.

\* \*

The residence of Sam Natkin was burned to the ground recently. They were able to save only a small part of the household effects. The loss is said to be covered by insurance.

\* \*

D. C. Jenkins and Howard Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., have returned home after spending several days in the city.

\* \*

Henry Viemann, of the china and glassware department of Carson, Pirie, Scott & Co., recently suffered the loss of a child. Mr. Viemann has the sympathy of the trade in his bereavement.

\* \*

The Columbia Art Glass Co., has just incorporated with a capital stock of \$2,500. Jerome Levinson is president and general manager. The company will manufacture art glass table lamps.

\* \*

William Mirrielees, manager of Manning, Bowman & Co., spent a part of last week traveling in middle western territory.

\* \*

George Milligan has just added some new styles to his line of heavy cut glassware.

\* \*

W. T. Darden & Co. have just received some new samples of glass trays from the Glass Novelty Co., of Chicago, a line which was recently added.

\* \*

The war against the cut glass and china clubs of the city has become so warm that a large number of them has discontinued operations for the present. It is hoped that the legal status of the clubs will be definitely established before long. The main objection to the clubs has been that they constitute a lottery, and that they foster the gambling spirit.

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## LIT BROS. TO BUILD.

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A SEVEN-STORY addition is to be built by Lit Bros., Philadelphia, at a cost of \$1,000,000. The new building, which will be a continuation of the Market street store, will be erected on the west side of Seventh street, south of Filbert street. It will supplant a group of old buildings that the Lits have been acquiring for several years. The new addition will measure 80 x 264 feet and will be fire-proof.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 12, 1917

OUR army and navy as well as our body of patriotic citizens want a slogan. What is the matter with "Remember the Lusitania?" Pottery makers should take the hint and get out a line of novelties with the foregoing inscription placed under a picture of the ill-fated liner, which was sent to the bottom of the sea by a German submarine last year.

### HOW TO RELIEVE LABOR SHORTAGE.

THE labor shortage in the factories has been brought about largely by laws which prohibit the employment of boys and girls under sixteen years of age. Yet now, when we are at war, boy scouts and camp fire girls are being urged to "do something for their country." That is right and proper. But why not lop off two years from the factory laws and allow boys and girls fourteen and over to work in the potteries and glass factories for the time being. There are hundreds of boys in the manufacturing districts ranging from twelve to sixteen who are loafing their lives away. Put them to work for the good of the country.

As the laws now stand, of course the manufacturer can do nothing in this direction, but since, somebody has well said, "laws are made to be changed" manufacturers should unite and agree on an amendment to the present laws and forward it to the legislators of their respective States and to their Senators and Representa-

tives in Congress. Quick action is necessary. Will not somebody take the matter up?

### PERSONAL.

EVERY once in a while, Chas. T. Dotter, better known as "Charley" Dotter, or "Old Dot," turns up in some of the warerooms. He was one of the founders of Bawo & Dotter, but retired a dozen or fifteen years ago and thanks his stars now that he did so. But it is hard for him to ignore the trade and he delights to drop in on some of the old-timers occasionally to talk over old times. Mr. Dotter is in his seventy-ninth year but he does not look fifty-nine. He is a "bundle of nerves," as active as ever and is full of reminiscences. Mr. Dotter has a wonderful command of language and is a very interesting talker.



E. L. Bates is doing rather strenuous duty these days for a man who is used to having his regular nine hours of sleep. As a member of the Home Defense League in Metuchen, N. J., he is on duty shouldering a gun from midnight to four a.m. three nights per week and is being shifted to various points to guard important railway bridges, etc.



Wm. Junor, Toronto, Canada, who has an affection for New York and visits it frequently, was here the first part of this week.



A. J. Proctor, buyer for the Christie-Grant Co., Winnipeg, Can., after a busy sojourn here of ten days left for home Thursday night. He will stop off at East Liverpool and other factory centers en route. Mr. Proctor says business is excellent with his concern.



R. Kondo, of Takito, Ogawa & Co.'s New York office, who coming here from Japan about ten years ago, having made a number of trips back to his native country, has arrived at the conclusion that America is quite good enough for him and last week purchased a pretty home at Grantwood, N. J.



Charles Falkenheim, of the Basket Novelty Co., leaves next Tuesday for a two weeks' stay in Chicago where he will introduce to the western dealers the concern's new line of leather basket novelties during the Fancy Goods Convention. He will have his display at the Palmer House.



E. W. Hammond's enthusiastic patriotism would not allow him to sit by and watch others do their bit while the country needed men, so instead of taking it all out in shouting, he quietly made a trip to head-



quarters last Tuesday and enlisted for service. Consequently he expects to be in the training squad at Governor's Island soon. Mr. Hammond is the type of man that would make a good officer in the army and if he shows such aptitude in military affairs as he has in the china and glassware business, it is safe to predict that he will not remain a private very long.



Guy Hawthorne, buyer for the John Wanamaker store, Philadelphia, was a welcome sight at his desk last week when he again got back in harness after being critically ill of typhoid-pneumonia for two months. Aside from still feeling somewhat weak he is quite his old self again.



Wm. Albert, manager for Chas. H. Taylor, made a trip to Norwich, Conn., last Thursday to visit his brother who is very ill in the hospital there.



James J. Temple, New York representative of L. Bernardaud & Co., will leave on Saturday night for an extended trip. His first stop will be at Philadelphia, where he will remain until Friday. Coming back to New York for a day he will then go to Boston, and thence westward as far as Denver, stopping at the principal cities. He may be away two months.



Langley Hawthorn, assistant manager of the Wanamaker china and glassware departments, returned home last Friday after spending a week visiting the potteries in East Liverpool and vicinity.



Moe K. Lindner, buyer for the Nathan-Dohrmann Co., who has been in New York for the past three months placing orders and transacting other business for the firm, left for headquarters at San Francisco last Monday night.



P. F. Lane, purchasing agent for the United States Glass Co., spent the first half of the week in New York in the interest of the concern.



Geo. R. West, head of the Westmoreland Specialty Co., arrived on Wednesday to spend several days here principally to talk over matters relative to local business with his New York agents, the Horace C. Gray Co.



A. H. Ledden returned on Thursday after spending several days at the factory of the Buffalo Pottery Co., for which he is the New York representative.



Robert D. Miller, with Maddock & Miller, aspires to be an aviator and stands ready to enlist in that branch of service. His people would prefer the infan-

try branch for him, but if he has his way it will not be long before he becomes a real sky-scraper and cloud-chaser.



A. G. Hallgren, with Albert Pick & Co., Chicago, and C. W. Haskell, with the J. J. Freeman Co., Toledo, O., are two buyers looking over the lines in the local market this week.



A. R. Engelmann, western traveler for the Krantz & Sell Co., Honesdale, Pa., is back in New York, after making an extensive tour in behalf of his concern.



J. Baker, of the Century Cut Glass Co., was in town on Tuesday conferring with H. Kashins, New York representative of the concern. He reports plenty of business.



R. S. Giese, president of the Pennsylvania Glass and Mfg. Co., Pittsburgh, Pa., paid a brief visit to New York last Thursday on special business for the factory.



Louis Reizenstein, of Pittsburgh, arrived in New York on Monday morning for a short stay. The fact that Wm. Junor was here may have been an inducement aside from the New York requirements of his business.



A. N. Reeves, buyer for A. Stowell & Co., Boston, spent the latter half of last week in New York placing orders and trying to hurry shipments among agents from whom he had previously ordered goods. Like all the buyers Mr. Reeves is hungry for merchandise and sees the necessity of anticipating his wants far in advance of present needs, as he sees no indication whatever of betterment of conditions in the near future.



George A. Williams, formerly city salesman for Malone & Nicholson, has been engaged by Gillinder & Sons as manager of their New York office and assumed his duties with the concern on Monday of this week. Mr. Williams had been with the first mentioned firm for the past three years and made many friends in the trade, having earned a reputation for being a real "live wire" when it came to selling goods. He will undoubtedly prove a valuable man for the Gillinder factory.



Donald M. Miller, southern representative for Maddock & Miller, returned home last Saturday after completing a trip lasting several weeks, on which he booked a neat amount of business for the concern.



A. S. Baker, china buyer for Gimbel's, Philadelphia, was in town on Tuesday making his weekly visit.

He says that owing to the proximity of so many munition plants, Philadelphia has plenty of money to spend and his department is getting a good share of it. When Mr. Baker returned to Philadelphia, he was accompanied by Lee Schoenthal who expected to spend a day in the Quaker City.



Louis Cruveilher, with L. Bernardaud & Co., who was here on furlough and who left for France on the Espagne March 26, cabled his safe arrival at Bordeaux on April 8.



W. F. Ellisson, with Geo. F. Bassett & Co., came home Saturday after a three months' trip which took him as far West as Wichita, Kan. He says he beat his own record in selling goods, having had the best trade in twenty years. He also brings home a record story of extortion by a hotel in East Saginaw, Mich. A friend of his, a guest of the house, stepped to the bar and asked for a glass of water. Five cents was demanded of him before the barkeeper would serve him. Think of a first-class hotel demanding pay for a drink of water!



Other buyers in town this week were W. B. Mitchell, for Dorsen Co., Bridgeport; P. G. Brown, for Famous & Barr Co., St. Louis; G. Krazeize, for Carter Dry Goods Co., Louisville; W. J. Barnes, for Burden, Smith & Co., Macon, Ga.; I. E. Fronani, for Woodward & Lothrop, Washington; Miss P. Lewis, for Hochschild, Kohn & Co., Baltimore; E. B. Conway, for Watt, Rettew & Clay, Norfolk; R. M. Dean, for R. H. White Co., Boston; F. Montei, for G. Fox & Co., Hartford; T. A. Keller, for Denholm & McKay Co., Worcester, and G. Louis and S. J. Watts, for Woodward & Lothrop, Washington.

HONORING THE FLAG.

ONE of the largest American flags being displayed in East Liverpool is that suspended from the bridge on Walnut street, joining the plants of the Knowles, Taylor & Knowles Pottery Co. "It's up there to stay," said President Homer J. Taylor after it was flung to the breezes.

Two large American flags, purchased from a fund of \$75 collected at the plant, were raised with appropriate services at the T. A. McNicol pottery this morning. All employees of the plant went outside while the flag was being raised. A patriotic speech was made by Vincent Meakin. The entire assemblage joined in singing "The Star Spangled Banner."

At noon Monday, large American flags were raised over the plants of the Homer Laughlin China Co., in the East End. At the noon hour, a public demonstration was held during which the employees took the

leading part. Brief addresses were made, and the singing of National airs was a feature of the meeting.

Before the week ends, large American flags will float from masts on every pottery in this district.

It was recently stated that three employees of the clay shops at the T. A. McNicol pottery have enlisted for service in the army. A company is being formed in East Liverpool as a unit of the Ohio National Guard. The service of the company has already been offered to the State Government.

Pearl street, which has more crockery and glass representatives than any other in Boston, is proud of its showing on flags. Only one or two streets in the banking district rival it in the display, but none in the wholesale district. Every firm in the trade is showing his colors throughout the city. Department and other retail stores all have flags inside and outside. Filene's has the largest, which is 100 by 60 feet.

In New York the crockery men have not been slow in displaying the flag, but there has not been any set celebration or public "raising." Almost every man shows the colors in some form or other on the lapel of his coat.

FRENCH STEAMERS IN MONDAY.

THE French steamer Orland with a few casks of French china arrived in this port on Monday after a rather peculiar experience. She left France on December 31 and for some unknown reason put into an English port. Nothing was heard from her from that time until Monday morning when she arrived. Her date of sailing and port from which she sailed were not given. The steamer La Drome also came in on Monday, many days overdue. She too had a few casks of French ware.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Mar. 27, '17	Correspond- ing period 1916	Exports Jan. 1st to Mar. 27, '17	Correspond ing period 1916
Boston . . .	50	21	970	788
New York . . .	285	72	3020	2328
Baltimore . . . .	58	34	491	1042
Philadelphia . . .	43	....	209	164
New Orleans . . . .	....	9	12	47
Newport News . . .	....	....	....	....
San Francisco . .	44	....	191	178
Portland, Me . . .	16	.. .	397	218
Galveston . . . .	....	....	....	....
Portland, Ore . . .	....	....	20	16
Inland Points . .	....	....	32	74
Total . .	496	136	5342	4855



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

Just when traffic managers of glass factories were of the opinion that the last of the embargoes had been reported, along came another from the Pittsburgh and Lake Erie Railroad Co., April 6, advising that nothing would be accepted for western shipment over the Erie Railroad and the New York Central. This only left one outlet for certain western points, and that was the local division of the Wabash Railroad. The opening was quickly grasped, and a number of empty cars were placed at the disposal of the factories.

It is reported hereabouts that some glassworkers have already enlisted in different branches of the service. This condition will become acute on account of the recruiting campaign.

Certain concerns affiliated with the glass industry which have been manufacturing molds are now engaged in making munitions for the Government.

The first quarterly meeting of the board of directors of the Western Glass and Pottery Association was held in parlors of the Ft. Pitt Hotel the evening of April 6. Routine business was transacted. Fifteen applications for membership were favorably acted upon.

A meeting of the glass manufacturers and Workers will be held in the rooms of the Glass Association in the Conestoga building here April 17, when a number of wage disputes will be discussed. This is the general quarterly conference.

Sales managers of glass factories are not guaranteeing shipments after July 1. Although new advances were recently announced, in the majority of instances business is being taken subject to acceptance by factory offices, at prices prevailing at the time.

Sr. Ramon Lomelin, of Mexico City, Mexico, who represents the United States Glass Co. in that district surprised the officials of the company, by appearing at the home office the morning of April 6. He was given

a rousing reception, as he had not visited Pittsburgh for three years.

The McKee Glass Co., at Jeannette, Pa., has arranged to start their fourth furnace. Plans therefore were not completed until officials of the company ascertained the possibility of securing an increased supply of raw materials.

Some exceptionally heavy orders are being received by glass men hereabouts for the Mexican trade. A gradual increase has been noted for two months. Very little delay is being experienced in getting shipments through, and information for Mexican buyers is to the effect that merchandise is wanted in heavy volume.

Quite a number of reservations are being made at the Colonial-Annex Hotel for the July exhibit season. Toy and import lines will be shown here in greater volume than a year ago, according to the present outlook.

Two persons narrowly escaped death when fire of unknown origin broke out in the nitre shed of Factory K of the United States Glass Co. last Sunday, causing \$11,000 damage. When firemen directed water into the shed in which the nitre was stored their work was hampered for nearly an hour when the white-hot nitre poured forth and spit nearly fifty yards. The molten substance flowing onto the railroad tracks set fire to the ties. When the policemen arrived on the scene an effort was made to locate the night watchman at the glass plant, but no trace of him could be found. Policemen forced their way into the warerooms, where they found the aged watchman unconscious, and another aged man trying to drag him from the smoke-filled room. Officials of the company say \$5,000 worth of nitre has been consumed by the blaze, and about \$5,000 worth of choice glassware destroyed. The building suffered \$1,000 damage.

The Western Glass and Potters' Association, comprising glass manufacturers and salesmen throughout the United States and Canada, met in the Fort Pitt

Hotel and decided to exempt from assessment all members now or hereafter in the naval or military service of the United States.



At a meeting last week of the stockholders of the Frostburg Glass Co. the following were named to act as incorporators: I. S. Brophy, J. B. Williams, Howard Hitchins, William W. Davies, John F. Carbrey, George H. Wittig, George Stern, John W. Shea and Ross V. Ayers. The application for a charter will be made at once. The capital stock of the company will be \$200,000 with a par value of \$10 per share. W. W. Davies, formerly of the Willington Glass Co., has been appointed general manager. He is a practical glass man, having had twenty-five years' experience in the manufacturing and sales branches of the glass business.

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#### RAPID BUILDING.

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THE entire building, occupied as a department store by G. Fox & Co., Hartford, Conn., was destroyed by fire on January 29th. New temporary buildings have been erected with entrances on three streets, giving a selling space of 52,000 square feet. One of these brick buildings, 140 by 80 feet, was erected in thirty days, and was also equipped with new fixtures. The plumbing system, heating and electric wiring was also completed during this time. All the regular departments of the old store will be housed in the new buildings with the exception of "basement" goods, which

include housefurnishings, kitchen wares, baby carriages, etc.; also furniture, carpets, rugs, draperies and upholstering goods. But there will be no temporary aspect or atmosphere in this temporary store. It will be permanent in appearance and in completeness. An inviting roomy rest room, with easy chairs, sofas, desks and telephones, will be at the disposal of patrons, and there will be marble lavatories in connection. Special attention has been given to the lighting of the store. In addition to the skylights, there will be a flood of electric light from the most improved fixtures. The ceilings will be high, thus avoiding any suggestion of stuffiness. The store will be attractive enough for all time and ample in every respect to accommodate hundreds of salespeople, and thousands of customers.

"It will be so good that we will be sorry when the time comes to move to our new permanent home," said a member of the firm to-day.

They are now working on plans for the new building to be erected on the former site.

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#### PRICE FIXING ILLEGAL.

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THE Supreme Court of the United States on Monday decided that it was illegal to fix prices by means of licenses for public use of patented articles of the Victor talking machine and other commodities. The Victor Company issued these licenses with the object of regulating the retail prices. From the tenor of the Supreme Court's decision it is possible to extend the ruling to cover all attempts of manufacturers to control the retail price of any commodity.



NEW TEMPORARY STORE OF G. FOX & CO., HARTFORD, CONN.



*Theodore Haviland*

*Limoges.*  
FRANCE.

---

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



WELLS MAKES A STIRRING ADDRESS.

THE address given at the Ceramic Theatre, East Liverpool, O., Easter Sunday afternoon by W. Edward Wells, of the Homer Laughlin China Co , was admittedly a masterpiece of oratory. The occasion was a patriotic demonstration in the theatre which was followed by overflow meetings in the High School Auditorium and in the auditorium of the First Presbyterian church.

"The neutrality of the United States began to disappear when the first German gun spoke in Belgium;

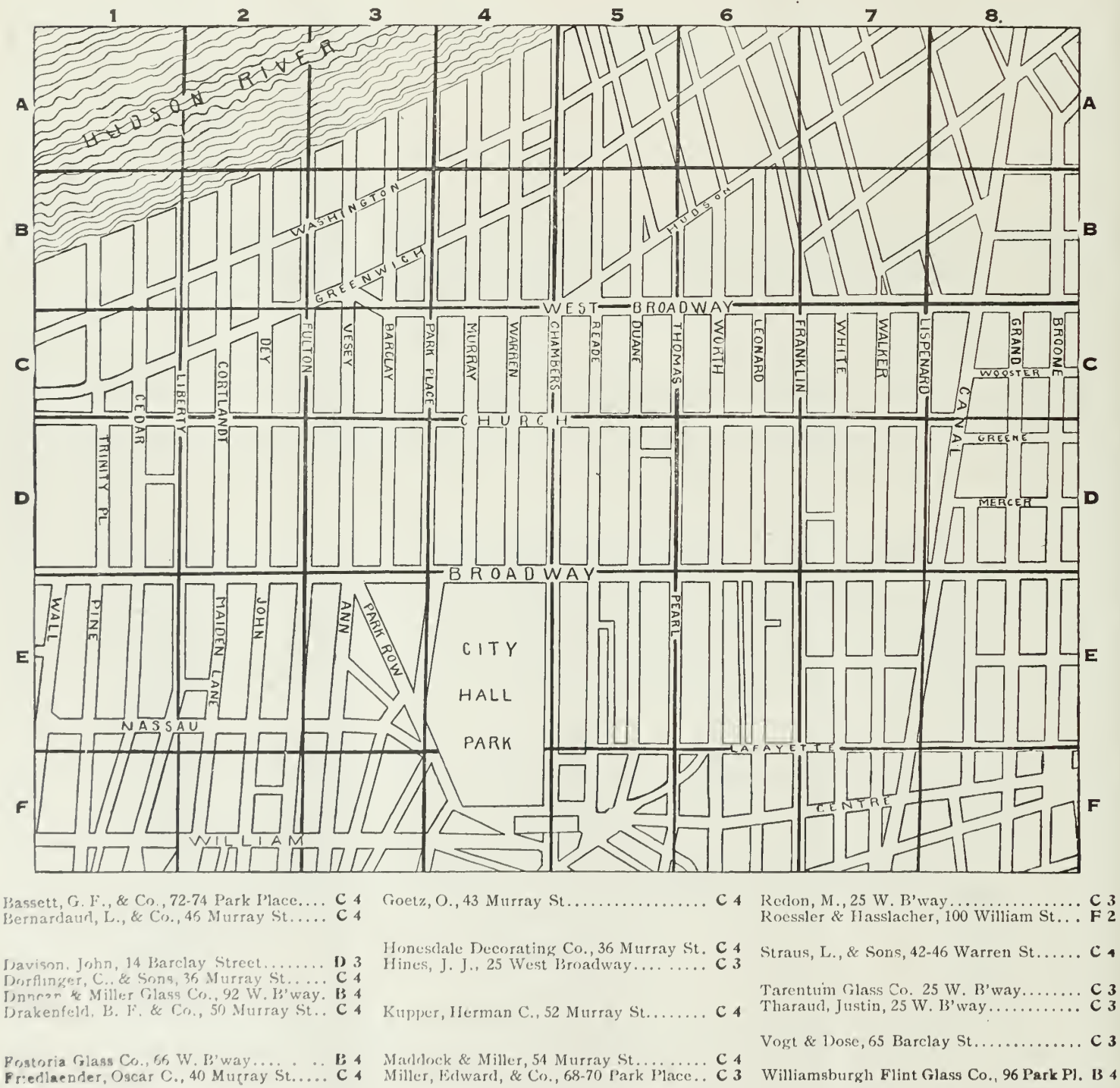
all signs of neutrality vanished with the sinking of the Lusitania," was one of the pithy remarks in the address of Mr. Wells before an audience that packed the theatre from pit to dome.

Since the days of the Spanish-American war, when East Liverpool operative potters gave a company to the Eighth Ohio Volunteer Infantry, no such demonstration of patriotism as that of Easter Sunday has ever been witnessed.

Mr. Wells made the principal address before an enthusiastic assemblage of about 3,000 people. Time

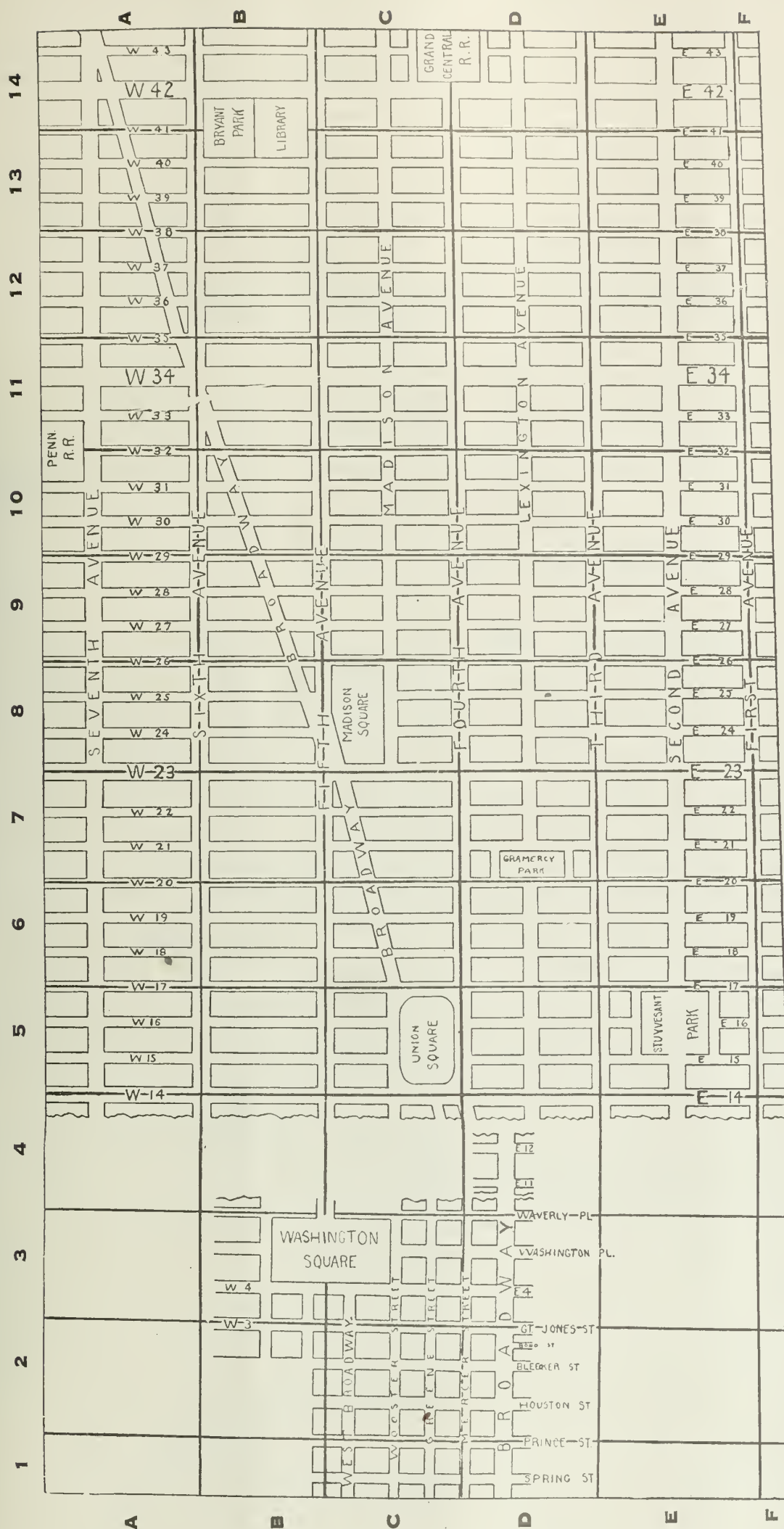
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Locations of Firms in the Downtown District.





# Locations of Firms in the Uptown District.



American Import Co., 220 Fourth ave.....	C-6	Fry, H. C., Glass Co., 200 Fifth ave.....	B-8	Koscherak Bros., 129-131 Fifth Ave.....	C 6	Pitcam, W. S., 104 Fifth ave. ....	B-5
Bing, F., & Co.'s Successors, 67 Irving Pl.....	D-6	Fondleville & Van derStyne, 85 Fifth ave.....	C-5	Lancaster Glass Co., 200 Fifth ave.....	D-8	Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....	B-8
Bloch, L. D., & Co., 133 Fifth ave.....	C-7	Gillinder & Sons, 19 Madison ave.....	C-8	Manhattan Brass Co., 332 E 28th.....	E-9	Roseville Pottery, 621 Fifth ave.....	
Boote, E., 35 W 23d.....	B-8	Gray, Horace C., 200 Fifth ave.....	B-8	Mogt, Momonot & Co., 105 E 16th.....	D-5	Straub, Paul A., & Co., 105-107 Fifth ave....	C-5
Bradley & Hubbard Mfg. Co., 200 Fifth ave.....	B-8	Gredelue, A., 129-131 Fifth ave.....	C-6	Morimura Bros., 53-57 W 23d.....	B-8	Tajimi Co., 597 Broadway.....	D-2
Bryce Brothers & Co., 240 Fifth ave.....	B-9	Guerin, Wm., & Co., 43-47 W 23d.....	B-8	Maibrunn Co., 40-42 East 19th.....	C-6	Torlorting, E., 35 W 23d.....	B-8
Brush-McCoy Pottery Co., 1140-1146 B'way B 9	B 9	Guernseyware, 16 W 23d.....	B-7	McKenna Bros. Sales Corp., 271 Broadway.....	B-10	Takito, Ogawa & Co., 101 Fifth Ave.....	C-5
Bergen, J. D., & Co., 239 Fifth ave.....	C-9	Haviland & Co., 11 E 36th.....	C-12	Noe, Wm. R., & Sons, 53-55 W 21st.....	B 7	United States Glass Co., 24th St. & B'way. B-8	
Benedikt, H., 7 W 23d.....	C-7	Haviland, Theodore, & Co., 200 Fifth ave.....	B-8	Pairpoint Corporation, 43-47 W 23d.....	B-8	Venon, J. H., Inc., 104 Fifth ave.....	B-5
Cox & Lafferty, 1140-1146 Broadway.....	B-9	Haviland & Abbot Co., 95 Madison ave.....	C-0	Phoenix Glass Co., 230 Fifth ave.....	B-9	Wedgwood, K. L., 133 Fifth ave.....	C-6
Cambridge Glass Co., 49 W. Twenty-third.....	B-8	Heisey A. H., & Co., 200 Fifth ave.....	B-8	Plume & Atwood Mfg. Co., 30 E 42d.....	C-14		
De-la Croix, C. I., 19 Madison ave.....	C-8	Imperial Art Glass and Lamp Works, 205 W 19th.....	B				
Dohmann Commercial Co., 85 Fifth ave.....	C-6		A-6				

Continued from page 22.

and again his voice was drowned in applause that fairly shook the walls of the theatre.

Noah A. Frederick, a veteran of the Civil War, and formerly at the head of the Globe Pottery Co., of East Liverpool, was chairman of the meeting.

The committee of fifty citizens of East Liverpool, empowered to act in conjunction with the Federal Government in the present emergency, includes the following: W. L. Smith, Sr., of the Taylor, Smith & Taylor Pottery Co.; Robert T. Hall, of the Hall China Co.; W. Edward Wells, of the Homer Laughlin China Co.; Patrick McNicol, of the Standard Pottery Co.; Edward Menge, president of the National Brotherhood of Operative Potters; Samuel B. Burgess, local councilman and official of the National Brotherhood of Operative Potters; W. H. Vodrey, of the Vodrey Pottery Co.; William T. Blake, editor of the "Potters' Herald"; William Scragg, chief mold maker for the Knowles, Taylor &

Knowles Pottery Co.; John Stam, formerly of the National China Co., and the Croxal Chemical Co.

COMING CLOSE TO HOME.

IN the building, Nos 129-131 Fifth avenue, which houses four crockery concerns, is also the Kienzle Clock Co. Dr. Herbert Kienzle, of that concern, was arrested in October, 1915, in connection with alleged conspiracy to destroy ships carrying munitions to the Entente Allies. He pleaded not guilty, and was let out on bail. On Saturday of last week he was again arrested at Stockbridge, Mass., as an alien enemy. He was allowed by the Federal officers to come to New York with the understanding that he report to the United States District Attorney immediately. He was taken into custody on an order from Attorney General Gregory to round up sixty men suspected of being implicated in German plots in this country.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

## OPENING A NEW DEPARTMENT.

THE appointment of I. Erle Wright, formerly with the glass and china departments of Joseph Horne & Co., and Kaufmann & Baer, Pittsburgh, as manager of the new china, housefurnishing and toy departments of the Scranton (Pa.) Dry Goods Co. has been made. This will be opened on July 1. Mr. Wright was in Pittsburgh last week and is expected to come to New York shortly, where he will place orders for his domestic lines.

The firm has purchased the Jonas Long Building in Scranton, which is being remodeled throughout. Its architect spent two weeks in the Marshall Field store, Chicago, seeking ideas to be applied to arrangements in the new building. It is planned to make the department, which is a new one for this concern, the most elaborate of its kind in the Scranton district.

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

Statement for April 1, 1917, of the ownership, management, etc., of the CROCKERY AND GLASS JOURNAL, published weekly at New York, N. Y., as required by the Act of August 24, 1912.

State of New York, } ss  
County of New York. }

Before me, a Notary Public in and for the State and County aforesaid, personally appeared Geo. Whittemore, who, having been duly sworn according to law, deposes and says that he is the editor of the CROCKERY AND GLASS JOURNAL, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publishers, editor, managing editor and business managers are:

Publishers, Whittemore & Jaques; editor, Geo. Whittemore; managing editor, Geo. M. Jaques; business managers, Whittemore & Jaques, all of 92 West Broadway, N. Y. City. Owners, Geo. Whittemore, Geo. M. Jaques, S. H. Rhodes, all of 92 West Broadway, N. Y. City. Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities, none.

GEO. WHITTEMORE.

Sworn to and subscribed before me this  
29th day of March, 1917.

FRED M. HARRIS, Notary Public,  
City of New York.

(My commission expires March 31, 1917.)

## SITUATIONS WANTED.

IF you want an efficient cut glass salesman—I'm your man. Have specialized in selling this class of goods for several years and know the trade thoroughly. Prefer to travel through the West and South where I have a strong following. Address A 125, this office.

## BUSINESS OPPORTUNITIES.

GLASS KNOBS WANTED.—Advertiser desires names of manufacturers that make various kinds of glass knobs, or that will make same according to samples submitted. Address A 127, this office.

## FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address Ohio, this office.

## Jones, McDuffee &amp; Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & Co
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS,	"
The BELGRADE China,	Doulton & Co
The ALCAZAR,	Wm. Adams & Co
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	"
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	"
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted.	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated China, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 19, 1917.

## THE CONDITION OF BUSINESS.



**New York** Comparatively few visitors have graced New York this week and consequently trade in the importers' warerooms has been quiet. Men on the road are sending in big business in spite of the fact that there is very little probability of their orders being filled for months to come. Mail orders come in about as usual, mainly for matchings and for supplies that are wanted in a hurry. While we cannot go into details as to importations, the arrivals have been very fair as times go, and the total, so far this year, is only slightly less than last year. Stocks of French goods are accumulating at Bordeaux, and at Liverpool the docks are crowded with ware awaiting vessels to bring them to this country.

There seems to be no falling off in the orders going to the domestic manufacturers, both for crockery and glass, but many of the orders will prove to be duplicates, that is to say, a buyer will order from one factory and perhaps in a short time give an equivalent order to another one. In this way the orders pile up. The annoyances to which domestic manufacturers are put increase rather than diminish. Word comes that in the southwestern section of the glass district—in spite of warm weather—factories were closed down two or three days for want of gas. It was only temporary, but, nevertheless had a deterrent effect. The shortage of raw material grows worse and the difficulties of transportation are growing worse instead of better. The silver lining of the black cloud may be discerned in the labor situation if the idea suggested elsewhere in this issue can be carried out. It is to revise the law regarding child labor. Thousands of necessary boys could be

obtained in a very short time if this desirable amendment to the law could be adopted. United effort on the part of both crockery and glass men working to one common end may result in a modification of existing laws to meet the present exigency.

The retail trade has not yet recovered from the Easter lull and while buying is better than is customary at this time of the year, it is not as brisk as it has been. Calls for goods from Summer resorts are beginning to come in. In spite of the high cost of living and the drain on all purses for all kinds of commodities, indications point to a big season, both at the seaside and mountain resorts. People of means who formerly went to Europe, but who have failed to make that journey for the last thirty-two months were in consequence forced to discover their own country in that period. Tiring of travel they are now seeking accommodations on the seacoast and in the mountains so that we hear of an unprecedented demand for cottages.

As to the future. Judging by the past it is certain that as soon as the country realizes that we are at war, people will adjust themselves to conditions. The United States Government is taking precautions to see that unlawful profits shall not be made, but even so an immense demand will come for everything that goes to support the army, and immense sums of money will be put in circulation. It may be expected that prices will go higher than ever and the ratio of profit will rise also and fortunes will be easily made and easily spent. It is confidently expected that the biggest business ever

known will sweep the whole country on account of the immense disbursements for war materials.

#### **Pittsburgh and Vicinity**

Serious trouble continues in the glass plants hereabouts in securing sufficient raw materials, which are steadily advancing in price. Mail orders are active, and where it is possible to make quick shipments, price is no object. Only a few salesmen are on the road, and these are not soliciting business for general lines. Business is running to specials. Selling prices are expected to take another jump upward within a few months. Demand for all offerings is heavy but manufacturers have practically eliminated the old time lines of cheap ware. Very little improvement is noted in the transportation situation. Should there be a heavy movement of troops and war materials by order of the Federal Government, freight will be still further delayed.

#### **East Liverpool and Vicinity**

Orders continue to pour into the pottery offices here, but shipping is almost on the same scale as has existed for the last month. Prices continue firm on all lines with an upward tendency based solely upon the prevailing prices in the raw material market. The relief in the clay situation is noticeable, and no trouble is now anticipated on this score in the immediate future. Production is not yet up to normal, but the fuel shortage is over, so it seems for this season. Inability to secure sufficient cars for bulk loading is causing inconvenience to large western buyers. All lines in the general ware list are in active demand.

### **CONVENTION OF HOME FURNISHERS.**

THE first national convention of the Allied Home Furnishing Industries was held at the Hotel Astor on Tuesday at ten a.m. The Federation of Furniture Manufacturers (consisting of eleven national and sectional associations of furniture manufacturers,) being convinced of the need of a concerted nation-wide educational propaganda centering around the furnishing and decorative treatment of the American home, had invited to the conference as many educational, professional and commercial organizations as could possibly be marshalled in the short period of preparation available for so large an undertaking. More than three hundred people were present, including many women.

Addresses were made by C. R. Clifford, chairman of the committee of arrangements, Cass Gilbert, Robert W. de Forest, F. A. Lucas, James Parton Haney, Wm. H. Carpenter, Mrs. W. F. McKnight and others.

The addresses were highly entertaining. The crockery trade was supposed to be represented but was

conspicuous by its absence, the only crockery man at the morning session being a representative of this paper. There were representatives from the furniture, carpet and upholstery trades but the majority of the audience were from educational, scientific and art associations. The convention was a huge success, both in point of numbers and character of those who attended, and probably much good will come of it.

### **AT CHICAGO.**

THE general impression that stocks in the stores throughout the Middle West have been depleted by the spring trade is being rapidly gained by the factory representatives and wholesale houses here. The buyers have evidently become thoroughly educated to the present condition of affairs, and are now placing orders on which delivery is not expected until midsummer.

\* \*

James F. Flanigan, head salesman for the Oxford Pottery Co., at Cambridge, O., had an excellent display of "Oxfordware" this week at the Palmer House. He did not show the complete line, but only representative pieces. He did a large business with visiting buyers and states that the interest of the public, and consequently of buyers, is growing in vitrified cooking ware. He left Chicago on Tuesday night on his way back East. He will stop at several points en route.

\* \*

The American Specialty Co., of Indianapolis, is showing an attractive line of nut bowls at the Palmer House this week.

\* \*

Tom Richardson, of the Gragg & Mielke Co., Inc., has returned from a successful road trip.

\* \*

William Howell, of Pitcairn & Brooks, left this week for New York, to be gone several days.

\* \*

Oscar Johnson, head of the Johnson-Carlson Co., glass manufacturers, has returned from a trip to the factories.

\* \*

Lewis Simpson, factory representative, is making a trip to the potteries with a view to hustling up shipments of goods for his customers.

\* \*

The Peters & Reed Pottery Co., of Zanesville, O., had an interesting display last week of "Moss Aztec" pottery, and Landsun Scenery in new decorations at the Palmer House in charge of S. T. Pletcher. Many interested buyers viewed the display and some large orders were placed. Moss Aztec and Landsun Scenery will shortly be featured in several of the leading department stores of the city. In the future Mr. Pletcher will handle Chicago and vicinity, and thus by making



frequent trips to the city can meet the demands of the trade in a satisfactory manner.

\* \*

B. H. Palmer, traveler for the United States Glass Co., is spending a few days at the Chicago branch at the conclusion of a road trip.

\* \*

O. C. Helm, of the Ira A. Jones Co., was in St. Louis on a business trip this week.

\* \*

Ed. McChesney, who represents factory lines in the Dickey Building, was calling on some of his out-of-town trade last week.

\* \*

F. B. Tinker will show the line of the Central Cut Glass Co. at the convention of the State Jewelers' Association, which will be held during the second week in May at the Hotel Sherman.

\* \*

T. M. Gore, who has been traveling in western territory for T. M. Schollenberger, has enlisted in the First Illinois Cavalry.

\* \*

W. H. Darrah, of the Federal Glass Co., has returned after a trip to the eastern factory.

\* \*

Among the visitors here during the week were Henry Shirley, with Maddock & Miller, New York; Henry Siexas, with E. Boote, New York; Henry Todd, with American Trading Co., Rochester, N. Y.; Leo Arnstein, with Ed. Schuster & Co., Milwaukee; Harper Ransberg, Indianapolis, and Charles Robb, with Libbey Glass Co., Toledo, O.

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## POINTERS FOR BUYERS.

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### FRY OVENGLASS.

Various items are being added to the display of the H. C. Fry Co.'s Ovenglass, the concern's new cooking and serving glassware that recently made its appearance at the salesrooms of Frederick Skelton and Chas. H. Taylor, the former looking after the company's local business on the ware with the exception of the manufacturing and mounting trade which is controlled by Mr. Taylor. Every buyer who has seen the exhibit so far has been extremely enthusiastic over the quality and extraordinary fine finish. In addition to other strong points Ovenglass is guaranteed not to crack at any heat while in the oven and will give the user entire satisfaction in every particular. It is made into almost every utensil used for cooking in the oven.

THEY ARE IN DEMAND NOW.

With the advent of warm weather flies will be much in evidence, dust will be flying and food will need to be

protected; hence the wise dealer will be prepared to furnish his customers with covers for cake, cheese, sandwiches, etc. Gillinder & Sons call attention in their advertisement to their line of these goods which is one of the best on the market, consisting of all sizes and in a quality that leaves nothing to be desired. Prices and further information will be cheerfully furnished upon application.

### NEW LINE OF STEMWARE.

A beautiful new line of stemware that has just appeared at the salesroom of A. P. Doctor, local manager for the Central Glass Works, is finding a host of admirers. It is one of the neatest patterns that the concern has turned out in many moons and is sure to find its way into many stores, as it will be instantly recognized by buyers as just the type of design that is always a favorite with the customer of refined taste. The pattern consists of a line etching placed at quarter inch intervals extending down the bowl of the glasses from a pretty figured band. The simplicity of the design and shape is in such decided contrast to a big majority of patterns shown that its unusualness catches the eye at once. Others of this factory's lines that are making Mr. Doctor busy at present are porch sets for iced tea, lemonade, etc. They have been made in several shapes and various light cuttings that are decidedly good.

### "RUBINA" AND "MOONLIGHT" GLASS.

Numbered among the varied attractions at the Cambridge Glass Co.'s new uptown salesroom is a line of stemware, tumblers, jugs, vases, night sets, compots, baskets, etc., in what is known as "Rubina" glass, an original and very delicate color creation that is proving exceedingly popular. It is in a light ruby shade with a suggestion of iridescent hues. Turning from this, another display found in the same assortment of items shows what the concern terms "Moonlight" glass, with its brilliant and unusual iridescent effect that will please anyone of æsthetic tastes.

### IMPROVED AUTOMATIC SUGAR SERVER.

The Economy Sanitary Sugar Server Co., originators and manufacturers of one of the most practical automatic sugar servers on the market, announce that they have just been granted patents on improvements on the original server, which were recently developed by the concern, rendering it as near perfection as modern ingenuity can possibly make it. The present model is broadly covered by letters patent No. 1,220,688 granted on March 27, 1917, as well as by the original patents granted in January 1913, all of which fully protect the company from infringement on what they claim to be absolutely the last word in an automatic sugar bowl. The present server is in the main similar to the original one, but is smaller and far superior in artistic design, making it an attractive addition to any table

service. Its economic feature alone will be fully appreciated since sugar is steadily soaring in price.

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## BOSTON BUSINESS NOTES.

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THE gloom of uncertainty caused by the war cloud has almost tied up the retail trade and the commission business, but this condition is partly due to the fact that orders are not quickly filled owing to the rush at the potteries and factories. "There's business to be secured by going after it," said one agent, "but what's the use when I know that deliveries will be so slow?"

Indications are that there is going to be pretty sharp competition for the chance to outfit the new Myles Standish Hotel which is to be built in the Park square section at an expense of \$4,500,000.

C. F. Levens of the American Importing Co. is showing his lines at the United States Hotel for a few days.

Fanning Burbank, of the Burbank, Douglas Co. and Fred Swasey of the E. Swasey Co. came up from Portland this week.

F. R. Underhill, the Connecticut man for the H. P. & H. F. Hunt Co., will spend a few weeks at the company's Boston headquarters. C. M. Raymond, of the sales staff, went to Providence, R. I., to assist Clarence E. Dodge of the Cooke-Dodge Co. at the Narragansett.

Jacob Mitchell, treasurer of the Mitchell, Woodbury Co., is continually improving and every time he visits the store he holds a sort of reception, friends always take advantage of the opportunity to greet him and express their best wishes.

Winslow Goodwin has added the line of Erskine Bros. Glass Co., lighting glassware, of Wellsburg, W. Va.

Chase & Francis have received the following telegram from their hardware specialty manufacturer, Edwin Hills, of Plainville, Conn.: "Our factory completely destroyed by fire this morning; nothing saved."

John Q. Adams, formerly for a number of years buyer for the Lougee, Robinson Co., Laconia, N. H., has accepted a similar position with The Red 46 Furniture Co., of Burlington, Vt., where he will have a much larger field.

Word comes from Hartford, Conn., that the G. Fox & Co. has awarded the contract for an eleven-story building to cost about \$1,000,000. The main building

will be 178 by 160 feet; in the rear there will be a six-story concrete structure for heating, delivery and shipping departments. Every effort will be made to have them as nearly as possible fire-proof. The new store will have several times as much floor space as the old one.

The latest advices regarding the Retail Trade Board's ambulance fund, for a machine to be presented to the State, shows nearly \$800 contributed. The firms in the trade which have contributed thus far are: Timothy Smith Co., C. F. Hovey Co., Jordan Marsh Co., R. H. White Co., William Filene's Sons Co., the Gilchrist Co., W. & A. Bacon Co., Shepard, Norwell Co., Butler's, Inc., Bigelow, Kennard & Co., Inc., and the Smith, Patterson Co. Their employees have contributed freely, but not more than a dime each.

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## BUSINESS BRIEFS.

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Yankee Toy Co., Newark, N. J., has been incorporated to manufacture toys with a capital of \$50,000.

The New Toy Co., Newark, N. J., has been formed to manufacture toys, novelties, etc. Capital \$300,000.

The Eastern Toy and Woodenware Co., New York, has been incorporated to deal in toys with a capital of \$2,000.

The Florentine Pottery Co., Chillicothe, O., has been incorporated with a capital of between \$50,000 and \$150,000.

The Kramer Mfg. Co., Wilmington, Del., has been formed to manufacture toys and novelties with a capital of \$50,000.

With a capital stock of \$75,000, the C. E. Carter Co. has been formed at Erie, Pa., to manufacture toys. C. E. and E. L. Carter are at the head of the new concern.

The New York Kaolin Mfg. Co. has been incorporated with a capital of \$40,000 to manufacture kaolin and other clay products. Incorporators: Wm. C. Ungerer, R. A. Barton and James J. Trimble.

Old Colony Cut Glass Corp., Providence, R. I., has been incorporated with a capital of \$100,000, divided into 1,000 shares. The incorporators are Harry I. Magid, Arthur M. Allen and F. W. Tillinghast.

The Enterprise Cut Glass Co., Elmira, N. Y., has filed a voluntary petition in bankruptcy. The assets of the firm are estimated at \$40,000 and liabilities at \$23,000. It is reported that the business will be continued.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

"If it were possible for pottery manufacturers to ship at once all orders on file, buyers all over the country would be either wiring or writing to hold up shipments until further notice or else countermanding," said a large pottery manufacturer to the journal this week. It is openly asserted by some salesmen that certain buyers have placed duplicate orders with several different pottery salesmen, with a view of getting some merchandise through 'quick.' The salesmen who have recently returned from their spring trips bring back such reports. That the heaviest volume of unfilled orders is now on pottery office files that was ever known in the history of the trade is conceded. When these files will be cleared, no one can tell. The production of between 300 and 400 kilns has been lost in this district so far this year, and can never be made up. This loss cannot be blamed upon the pottery manufacturers, as it was caused by conditions over which no one had any control.

Patriotism continues to run high in the potteries here. Over all plants large American flags have been hoisted to the breeze. W. Edward Wells, of the Homer Laughlin China Co., has been in demand as a speaker at the different patriotic meetings ever since he addressed a large meeting in the auditorium of the First Presbyterian church here last week.

Joseph Davis, Pacific Coast salesman for the Knowles, Taylor & Knowles Co., is spending a few weeks on the road, not for the purpose of securing new trade, but to keep in touch with the customers of the concern.

Cecil E. Taylor, eastern representative for the Taylor, Smith & Taylor Pottery Co., has returned home after spending several days at the local offices.

"We'll buy the flag if you erect the pole," said employees of the Harker Pottery Co., to H. N. Harker, general manager of the plant, a few days ago. "Agreed," said Mr. Harker, "on one condition and

that is, you conform to regulations—hoist the flag in the morning and lower it at sundown." To this proposition the workers also agreed, and the flag is now proudly waving in the breeze.

Among the buyers visiting the district of late have been the following: J. W. Watte, with Butler Bros., New York; M. K. Lindner, with the Dohrmann Commercial Co. and Leo Himmelstern, both of San Francisco, Cal.

"This is the first time in our history that I have ever been in the pottery district in April," said Leo Himmelstern of San Francisco. "There is an exceptionally heavy demand for pottery on the coast, but because of the railroad situation we have been greatly handicapped. I made up my mind to come here within thirty-six hours, and made no stops en route. I'm mighty glad that I'm here," he said.

A local pottery company has just been advised that a car of ware shipped from here to the Pacific Coast has just been received, being ninety-three days in transit. Another letter told of a car arriving at an eastern city, after being forty-five days en route.

The Potters Mining and Milling Co., because of the inability to secure machinery to install in the rebuilt part of the plant here, will be unable to operate to capacity for six months. Trenton flint manufacturers are quoting \$8.50 per ton for flint while the market here is around \$6.80.

With over \$5,000 worth of ware on the floor ready to ship, and only awaiting a small amount of ware from one kiln ready to draw, kiln drawers at the T. A. McNicol Pottery Co.'s plant went on strike because one of them alleged a warehouse woman had 'insulted' him. For two days several kilns ready to draw were held up. Appealing to their humanity and chivalry, Mr. McNicol told the crew that the woman had a sick child, and her husband was in a hospital, and that if a drawer had been 'insulted' (?) an apology would be offered. The leader of the bunch said he would accept the apology,

and then the other members of the crew threatened vengeance on him for not telling them of the plight of the woman. The crew then returned to work, but two days' work was lost in drawing and shipping because of the alleged "personal insult."

\* \*

Package manufacturers here are going to advance selling lists soon. No 0's or 00's are being made here because of the inability to secure staves of that size. Popular sizes now are 4's and 5's and barrels. Stave manufacturers say they can make more money by cutting their lumber into railroad ties than using it for other purposes.

\* \*

A new battery of decorating kilns has been placed in operation at the plant of the National China Co., at Salineville, O. The addition will more than double the decorating capacity of this plant.

\* \*

Higher prices on domestic pottery may be expected ere long because of the continued advances being made for raw materials. Within the last few days one manufacturer has announced a plus of 20—20—10 to base of invoices, while another had added a flat plus of 35. One manufacturer outside of this district is reported to have sold white ware at 60 off plus 10. A number of the larger buyers hold the view that should the raw material market continue to advance that the manufacturers will be compelled to add 50 plus to invoices.

\* \*

Notices have been sent the trade of increases in the stoneware list. These notices come from the Zanesville district, and are a little more than ten per cent in some instances.

\* \*

A meeting of the Potters' Club is scheduled for the current week, the chairman of the meeting being J. T. Smith, of the Smith-Phillips China Co., who has not announced his subject. H. P. Knoblock of the Potters' Co-Operative Co., is likely to make a report on the transportation situation, with reference to the proposed advance in freight rates.

\* \*

Hotel ware is exceedingly hard to secure in this district. An order for 5,000 dozen pieces of four items, at a price of 40 and 10 off plus 30 was refused in this district during the last few days.

\* \*

Several potteries in the New England district, so it is said here, have quit manufacturing specialties, and are now devoting their efforts to the manufacturing of "C C."

\* \*

Tuesday, May 1, has been set as donation day for members of the National Brotherhood of Operative Potters, at which time they will be asked to make donations to the tuberculosis fund. The respective health committees of the east and the west will be in charge of securing contributions for the fund of this date. The western health committee will supervise the work in the plants in East Liverpool, Chester, Newell and Wells-

ville. A special committee has been appointed by the East Liverpool potters' central body to assist the local health committee members in securing a generous response to this cause on the part of every employee. The organization at present is supporting in various sanatoriums of the country ten members who are afflicted with tuberculosis, while a grand total of eighty-five has been aided by this fund in paid institutions of the country since its establishment.

\* \*

Two thousand citizens and various patriotic bodies participated in a flag raising at the Steubenville Pottery Co.'s plant at Steubenville last week. Mayor W. C. McMaster and prominent citizens delivered addresses.

\* \*

C. C. Ashbaugh, of the West End Pottery Co., has been elected chairman of the executive committee of the local Chamber of Commerce, and also a member of its Transportation Committee.

✕

The 1,200 striking porcelain workers **Trenton, N. J.** have agreed to return to work and offer their services to the government should the federal authorities see fit to take over the porcelain industries during the present war crisis. The strikers also pledge their services to the country in whatever capacity they are needed by the government.

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## H. BENEDIKT NOW UPTOWN.

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**T**HURSDAY of last week Henry Benedikt, New York representative for the Canonsburg Pottery Co., Smith-Phillips China Co., National China Co., George Bros. Pottery Co., Elite Glass Works, Corona Cut Glass Co. and "Swasey" Stoneware, moved into his new uptown quarters on the third floor of 7 West Twenty-second street, just off Fifth avenue, where rapid progress was made in putting things in shape, with the result that the visitor there will now find everything as orderly as though Mr. Benedikt had always occupied the place. As one enters the salesroom he is impressed with the spaciousness of the quarters and the excellent arrangement, which reflects credit upon Mr. Benedikt's judgment. With his usual good taste he has made a special effort to avoid too elaborate effects that would detract from its business-like atmosphere, and he has succeeded admirably. The walls are decorated in French gray, while ebony finished fixtures and tables are used throughout. The decided increase in space over his former quarters affords an abundance of room to show each of his dinnerware lines separately, thus saving time and effort in selections. A special department is devoted to the glassware lines which are more attractively displayed than ever before. The office is located in an L in the front of the room, which makes a certain degree of privacy possible. The place is



flooded with natural light from the Twenty-second street side of the building, but when artificial illumination is needed it will be afforded by numerous fixtures of an exceptionally neat design.

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## OBITUARY.

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THE beloved Billy Demorest is dead! Like an electric shock this news circulated through the trade on Monday and in a little while it was known all over the city. He had been ill for many months, having Bright's disease of the kidneys, and made only occasional visits to his office since early last Fall. He was present at the Salesmen's Banquet in February by spe-



cial permission of his physician, who told him that if he went he must eat nothing. He did not look the sick man that he was and that his going there had not hurt him was proved by the fact that he went to his office the next day.

Wm. R. Demorest was born in New York City and when a young man went to Rochester, N. Y., and entered the employ of Geo. Muchler & Co. He came back from Rochester and associated himself with Early & Lane, dealers in glass and housefurnishing goods in this city. When Mr. Early took over that business alone, Mr. Demorest was put in charge of the crockery department. Later he started for himself as a manufacturers' agent, his principal line being that of Dithridge & Co., glass manufacturers, and he made a big success of the "Nelly Bly" lamp. A dozen or fifteen years ago, and while he was representing the Co-operative Flint Glass Co., of Beaver Falls, Pa., he sold his business to his brother, A. H. Demorest, and entered into partnership with E. J. Leigh under the title of Demorest & Leigh, to import English earthenware. This did not last long and he bought back his business

from his brother, again representing the Co operative Flint Glass Co. and the Westmoreland Specialty Co. This last line he lost a little more than a year ago.

Mr. Demorest was a whole-souled, genial, good fellow. He comes from the well-known family of Demorest, who became prominent as sewing machine manufacturers, and was a connection of Madame Demorest, designer of patterns for women's wear, and he had not been long in New York before he became popular in the crockery trade.

When the Salesmen's Association was formed he was among the first to push the idea and contributed the first ten dollars to it. He was made secretary and followed Louis D. Seixas as president. He was on the Board of Directors for years and was one of the most useful and active members in the Association.

The funeral services were held at his home in Brooklyn on Tuesday night. The body was taken to Rochester for interment. He was sixty-four years old and leaves a widow and one son.

Among those present at the funeral were Ed. A. Unger, Alex. P. Menzies, Theo. Frankel, R. E. L. Wells, J. F. O'Gorman, Louis D. Seixas and Harry Hahn.

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The trade was shocked at the sudden death of Henry B. Hollis, who for several years past had been the New England representative for several well-known manufacturers. He was born in Allston and studied in the Chauncey Hall School. After leaving school he entered the employ of a Boston wool house, then removed to New York City, where he was connected with a large glass importing business for several years. About seven years ago he returned to Boston and opened sample rooms at 157 Federal street. Two sisters, Mrs. Harriet A. Baldwin and Mrs. A. W. Pond, survive him. He was forty-six years old.

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William Cobb Thorne, President of Montgomery Ward & Co., Chicago, until recently, died of pneumonia April 15 in that city. He was fifty-two years old. As chairman of the Board of Directors of Montgomery Ward & Co., three years ago he was instrumental in the expansion of its policy and became its president. His connection with the firm began when his father, who was one of its founders, made him general manager of the company when only twenty-two years of age. Mr. Thorne is survived by a wife, two sons, and a daughter.

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Thomas Hogan died at Symmes hospital, Arlington, Mass., on April 3, after a long period of invalidism and a few weeks of serious illness. He was seventy years of age. As a young man Mr. Hogan entered the employ of Homer, Lane & Co., wholesale crockery dealers, Boston, and was connected with the business for many years. His quiet, gentlemanly manner made him a popular salesman and a welcome addition to any circle. Mr. Hogan never married and his only near relatives are two sisters and their children.

FOUNDED IN 1874.

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### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 19, 1917

THE American flag cannot be used on any article of merchandise. The law is very plain on this point and states that it must not be used on any article that is sold or given away. It may be used on buttons or on articles worn as a badge of loyalty.

### TAKE STOCK OF YOUR ORDERS.

OWING to the peculiar conditions in the trade, buying has been in huge proportions and it may develop that some recklessness has characterized the ordering of domestic goods. Orders in excess of requirements have been placed with houses in hopes that the necessary amount would be shipped. If there was a little delay an order would be given to another concern, and this might be repeated two or three times. It would be an easy matter to forget to make comparison between the different orders placed and the amounts received from each, so that the buyer may have unfilled orders coming to him far in excess of what he can use.

One buyer at least has awakened to his condition and recently asked a New York agent of a glass factory with whom he dealt for a statement of what was due him. The result was rather astonishing, and as this buyer did not confine himself to one factory he probably has unfilled orders which, if they were all shipped inside of thirty days, would not only swamp him, but, if he were compelled to pay for them at once, would bankrupt him. This request set the agent think-

ing and he went carefully over all his unfilled orders. He found that he had on his files for one factory alone—and that factory one of the largest in the country—more orders than it could turn out working full time and with the full force to the limit of its capacity in fifteen months. And as that factory has half a dozen agents, to say nothing of the office salesmen, they have enough business to run them thirty months, provided they shipped everything.

In view of this it might be well for buyers to take stock of their orders not only for glass, but pottery as well. It is all right to order ahead, but it is all wrong to order too much.

## PERSONAL.

THE wisest man sometimes overlooks important matters. Everybody will agree that Henry Benedikt is a good business man and is careful about details, but in his recent move into his new quarters he made an oversight that cost him about \$150. When engaging the new wareroom he saw the dead ends of electric wires in the ceiling and asked the landlord about the electricity and was told he would have to pay for the current and supply his own fixtures. To his utter amazement the electrician engaged to do the work informed him that the wires he had seen were obsolete, owing to changes in the law about wiring and he would have to put in a new system. The landlord neglected to inform him of that fact. Mr. Benedikt's experience may be a warning to others.



W. H. Grimmel, a popular wholesale dealer in Brooklyn, has sold out his business by auction and retired. He has been in the trade for a long time and was a big buyer.



J. Donald Fisher, of the sales staff connected with the New York office of the United States Glass Co., returned home last Thursday after spending several days on a visit to the Pittsburgh office.



"Eddie" Hammond has been called for service—not for "Uncle Sam"—but with the Clay Casting Co., New Cumberland, W. Va., whose output is handled by the E. W. Hammond Co. Following a telegraphed request for his presence at the factory last Friday morning, Mr. Hammond left the same night, and is now giving valuable aid in turning out cereal sets.



It was a rather singular coincidence that when Paul Pieslein with the Chas. P. Schuller Cut Glass & Lamp Co., started on the road with the concern's line of cut glass and lamps this week, his first stop was Spring-



field, Mass., the city in which he began his career as a traveling salesman for Bawo & Dotter over twenty-five years ago. It is a long time since Mr. Fueslein has covered the trade in this section and he undoubtedly will find a warm greeting from a host of friends who will be glad to shake his hand once more.



J. H. Smith, the busy New England traveler with Cox & Lafferty, arrived at the New York office on Monday after paying a visit to his parents at Johnstown, N. Y., leaving again on Tuesday for another trip through his territory.



Joe Bason, china and glassware buyer for Wise, Smith & Co., Hartford, Conn., made a brief buying trip to New York on Monday, arriving in the morning and leaving the same night. Mr. Bason reported an excellent business in his departments.



Wm. A. Wood, salesman for the United States Glass Co.'s factory K., Pittsburgh, arrived in town on Monday for a two days' stay in the interest of the company.



The many friends of H. Wallace Thomas, manager of the Diamond Glassware Co., Indiana, Pa., will sincerely sympathize with him in the loss of his wife whose death occurred last Sunday morning. Funeral services were held at her late home in that place on Wednesday.



Max Hirsch, New York representative for the Buffalo Mfg. Co., returned to his home office on Monday after spending several days at the factory where he furnished the company's designers with a number of new ideas for metal specialties which the concern has decided to adopt.



Chas. P. Schuller, of the Chas. P. Schuller Cut Glass & Lamp Co., returned home last Friday after making a very successful five weeks' trip, which took him as far as Kansas City.



Harry Whitney, with the Phoenix Glass Co., who has been home in New York for a month, leaves this week for an extended trip West, which will keep him going till the middle of June or the first of July.



A letter received from England on Monday by Edward Boote contained the news that the body of his cousin, Colonel Charles E. Boote, who was killed on the French front in the big offensive of last July, had been recently identified and had been removed to his home at Burslem, England, where it was buried with full military honors. Mr. Boote, as a member of the well

known firm of T. & R. Boote, manufacturers of earthenware, made several visits to this country in the interest of his factory, and incidentally made many warm friends in the trade here.



The sad news comes to us of the death of Mrs. Bryce, wife of James McDonald Bryce, head of the old firm of Bryce Bros., glass manufacturers at Mt. Pleasant, Pa., and mother of Gerard and Kirk Bryce, also of that firm. Hers was a lovely character and her death has caused sorrow not only to the immediate family but to a host of friends as well.



The marriage of E. S. Sproate, of Philadelphia and Miss Mabel Radcliff, stepdaughter of Walter S. Knowles, the well-known salesman with Theo. Haviland, is announced for April 28th. May good luck attend them the whole of their lives!



A. G. Lober, New York representative of the Royal Copenhagen Porcelain Works, is back from a very successful trip to Chicago.



Ed. Craig, manager of the New York office of the United States Glass Co., left on Tuesday night for the concern's headquarters at Pittsburgh, where he will remain for several days conferring with the heads of the company relative to local business.



Max Strensch, of Koscherak Bros., leaves on Saturday for Philadelphia as his first stop on a three week's trip that will also include Baltimore and Washington, as well as other points.



Ernest D. Wetton, of C. Dorflinger & Sons' road staff, arrived home last Saturday after rounding up some business for the concern in his territory through the West.



F. J. Burbank, of Burbank, Douglass & Co., Portland, Me., arrived in town on Monday for a short stay. He was trying to get early shipments and buying where he could find anything desirable.



Please make a deep obeisance when you meet Fred C. Brey, the popular office man of B. F. Drakenfeld & Co., for he is now a personage of extraordinary distinction as confirmed by a recent election held at Paul Isson's cafe by a luncheon club composed of well known men in the trade. His office is none other than Mayor of Murray street, rather suggestive of an Irish politician's job, but Mr. Brey assures us that it has no entangling alliance whatever with Tammany Hall. In order to reach the vast population of Murray street Mr.

Brey wishes to thank his constituents through the CROCKERY AND GLASS JOURNAL for the great honor conferred upon him, and promises them an administration free from graft.



Harry S. Mirrieles, New York representative of Manning, Bowman & Co., has the sympathy of the trade in the loss of his sister who died at her home at Willis, L. I., April 10. She was the widow of Dr. Harrison Willis, who had more than a local reputation. Mrs. Willis was the oldest child of the family. W. L. Mirrieles, Chicago representative of the above firm came on to the funeral and then paid his brother a visit. He will return to Chicago Saturday.



W. T. Giles, manager of the china, glassware and housefurnishing department of the firm of Loveman, Joseph & Loeb, Birmingham, Ala., has resigned his position with that concern, and, as far as is known, he has not made any definite plans for the future. Mr. Giles is a good man and the chances are that he will not be in retirement very long.



M. Blumenthal, who was formerly in charge of the lamp department of the Greenhut store, but recently entered the employ of C. B. & J. Warner, Inc., manufacturers of metal lamps, fixtures, silk shades and wood portables, to cover the Metropolitan trade for the concern, is having great success with the line. Mr. Blumenthal's knowledge of good sellers at retail has made him a valuable man in the wholesale game.



George Schiessler and W. T. Mitchell, of the Pioneer Cut Glass Co., Carbondale, Pa., are expected in town on Friday for a few days sojourn. Their visit is primarily for the purpose of talking over matters regarding new designs, etc., with the concern's New York representative, Herman Kashins.



James M. Stewart, the celebrated cut glass retailer, continues to branch out. In addition to taking the quarters recently vacated by the Central Glass Works he has also leased the room now occupied by the Fostoria Glass Co. who will soon move uptown. Mr. Stewart will take possession on May 1.



Word was received this week of the resignation to take effect May first of E. F. Loge, buyer for Miller & Rhoads Co., of Richmond, Va., who is well known as a hustler and generally recognized as one of the most capable buyers in the business. He has been with the concern for several years and previous to this connection was manager of the china and glassware department for The Strauss-Hirschberg Co., Youngstown, O. Mr. Loge has accepted an offer from the stockholders

of the E. B. Taylor Co., also of Richmond, and the oldest wholesale and retail china, glassware and housefurnishing goods establishment in the South, to take over the management of the company. They are to be congratulated upon their wise selection.



A. Saunders, assistant to Thos. F. Satekpole in the cut glass department at the Greenhut store, is no longer connected with the concern, having resigned his position on Saturday of last week.



H. M. Anderson, of the Lonaconing Glass Co., Lonaconing, Md., accompanied by J. R. McWilliams, of the concern's sales staff, made a hurried trip to New York on Wednesday to consult with the factory's New York agent, Wm. D. Finke.



Wm. F. Upham, cut glass factory representative now at 66 Murray street, has leased a salesroom on the third floor of 7 West Twenty-second street, on the same floor where Henry Benedikt is located. Mr. Upham expects to be in his new place by May 1.



Other buyers in town were Mrs. H. L. Boughton, of H. L. Boughton Store, Catskill; G. H. McDonald, with Belk Bros., Charlotte, N. C.; B. Cohn, of B. Cohn Co., New Orleans; K. G. Hudson, of Hudson, Belk Co., Raleigh; J. C. Williams, of Belk, Williams Co., Wilmington, N. C.; D. C. Sullivan, Erie; P. M. White, with Zink-Morehead Co., Buffalo; R. Phillips, with R. H. White Co., Boston; O. A. Pealer, with Berwick Stores Co., Berwick, Pa.; E. G. Garnsey, with Marshall Field & Co., Chicago; H. E. Kline, with Watt & Shand, Lancaster, Pa.; W. R. Peters, with J. McLean & Sons, York, Pa., and C. J. Staerker, with Higbee Co., Cleveland.

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## WEDDING BELLS.

THE occasion of Kenneth P. Lockitt joining the ranks of the Benedicts was responsible for a very beautiful home wedding at Providence, R. I., last Wednesday night, when he took Miss Marjorie Whritner, daughter of one of the prominent families of that city, as his bride. The American flag, lending a timely patriotic atmosphere to the occasion, occupied a conspicuous position among the gorgeous floral decorations which transformed the house into a bower of Easter lilies and pink roses. Fifty guests witnessed the ceremony, including the bride's uncle, Arthur Whritner, who is with B. F. Drakenfeld & Co., and F. Calvin Demarest, of the CROCKERY AND GLASS JOURNAL, who acted as best man. Mr. Lockitt is the popular city salesman for C. Dorflinger & Sons and has a host of friends in the trade, who join with us in extending our heartiest congratulations.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

With a capital stock of \$50,000, and controlled by local interests, the plant of the Western Glass Co. has been placed in operation at St.

Mary's, W. Va. This town is located on the Ohio River below Wheeling. The officers of the company are: president, R. S. Giese; vice-president and secretary, F. W. Stonecipher, treasurer and general manager, V. J. Kuntz; assistant manager, A. V. Kuntz. The plant has a capacity of 15 tons per diem, and will produce crystal and white illuminating glassware. Over 100 workers are employed. The output of the factory has been sold for the balance of the year. Mr. Giese is well known in the glass trade, while Mr. Stonecipher is a noted attorney of the Allegheny County Bar.

It is reported that one factory in this district has three or four items, delivery of which can be made regularly within 48 hours after receipt of orders.

S. P. Elkins, who for several years has been associated with the sales department of the American Glass Decorating Co., at Monaca, Pa., has severed his connection therewith and entered the employ of the Star Glass Co., at Star City, W. Va.

It is common report in the district here that the demand for tumblers is the heaviest ever experienced in the trade. Both plain etched and light and heavy cut lines are wanted. Buyers are more than willing to pay the market price, provided they can get deliveries in reasonable time.

So insistent has been the demand of late for ware from the Rochester (Pa.) district, that freight service is no longer being depended upon. Late last week several express cars were loaded with barrels, and quick time was made to destination. Heavy express shipments of glass in smaller lots from Rochester occur almost daily.

The shortage of sand for glass manufacturing purpose is becoming acute. The largest broker in this commodity here this week said he could dispose of 1,-

000 cars immediately if it were possible to secure cars for loading. Only a week ago a local glass factory had one car of sand to come in, and the car divided among three plants. The price is advancing, and with trouble of securing freight cars increasing, the future does not look bright. There is also a shortage of common labor at the leading stations.

Announcement was made this week that the Pennsylvania Glass & Manufacturing Co. will hereafter make a full line of decorated portable shades for the base manufacturers only. Sizes will range from seven to sixteen inches. This is a departure for this concern.

Although it is very early in the game, the Ft. Pitt Hotel here this week received three confirmations for space at the 1918 Glass Exposition. Assistant General Manager Plant says that these are the earliest final confirmations the house ever received for the January show.

Letters have been received here stating that the former glass and china business of R. F. Brown & Co., at Westfield, N. Y., has been purchased by Jerry F. Dailey, until recently a well known pottery salesman working outside of the Zanesville, O., district. He is adding new lines of glass to his stock.

A general meeting of the American Association of Flint and Lime Glass Manufacturers was held in the rooms of the Commercial Club at Wheeling, W. Va., recently. Another meeting of the Association to be held in Pittsburgh will be announced later.

The shortage of skilled labor in glass factories is still being felt. In this district a number of glass workers have enlisted. All kinds of labor is in demand, and manufacturers declare that hundred of positions are vacant.

After April 23rd the general offices of the Macbeth-Evans Glass Co. will be located in the new Chamber of Commerce Building, occupying the fourteenth floor. The new office will occupy over 23,000 square feet, pro-

viding room for efficient location of the various departments. A large room has been set aside for display purposes for the benefit of the buyers who visit Pittsburgh. On June 21 a special meeting will be held by the stockholders for the purpose of voting on the increase of capital stock from \$2,000,000 to \$5,000,000.

Legislation against trading stamps and coupons is being felt in the glass trade. The stamp houses are rather guarded in their specifications. In former years they were large buyers of glassware, but times have changed.

Upon the petition of employees of the various departments, the officials of the Phoenix Glass Co., Monaca, Pa., have agreed to grant a nine-hour day with ten hours pay.

After being without news of them since February 4, last, when he received a wireless message, J. G. B. McAuley, manager of the Flaccus Glass Co., Tarentum, Pa., has his mind set at rest by word from the State Department that his mother, Mrs. Sarah E. McAuley, and his sister, Miss Mary E. McAuley, of Pittsburgh, who have been in Berlin since the beginning of the war, were safe in the German capital.



This city is launching a booster boom and has already secured two big new industries. The Florentine Pottery Co. will construct a big new plant and treble its output, adding several new lines. The Independent Glass Co., of Sistersville, W. Va., will construct a new \$100,000 plant on a four-acre site donated by the city. The company guarantees to be operating with a weekly pay roll of not less than \$5,000 and 150 men by December 15, 1917. A forfeit of \$20,000 is posted by the company.



The Lancaster Glass Co., is building a twelve ring continuous tank, three Steelman continuous lehrs and is putting in Chapman gas producers to furnish gas for the new tank.



The strike of the boys at the two plants of the Rodefer Glass Co., has been settled. The boys returned to their work last week. They later decided to accept the increase offered by C. M. Rodefer of ten cents on the turn, or twenty cents on the day.

If you count on taking life as one long joy ride, life will be a disappointment to you, and you will be a disappointment to your friends.

## CUT GLASS THAT IS OUT OF THE ORDINARY.

SEVERAL noteworthy examples of striking originality in cut glass are to be seen at the salesroom of L. Straus & Sons which are destined to add new laurels to the already enviable reputation of "Straus Cut Glass." One utilizes a velvet flower as the particular feature of one of the most beautiful combination patterns seen in a long time. The flower is of natural size, done in a



dull and polished cutting, and has a spray effect with polished leaves and lily of the valley. This forms a wide border, below which is a mitre band with a single large velvet flower used as a finish for the bottom, instead of the star cutting so often seen. Aside from this the concern has brought out a collection of period designs that are deserving of the highest praise that can be given them. Each one is a distinct achievement, having special features in the designer's variations of the "Adam," "Georgian," "Early Victorian," "Louis XIV, XV and XVI" patterns that are unusually attractive. Full lines and various novelties are shown in each of the designs mentioned.



## EXPORTS FROM STOKE-ON-TRENT.

THE total declared exports from the consular district of Stoke-on-Trent, to the United States during the month of March amounted to £91,597 of which £82,557 covered shipments of earthenware and china, this being an increase of £66,321 compared with the figures for earthenware and china for the month of February.

The total declared exports of all articles for the first three months of the year amounted to £166,031 compared with £102,729 and £119,929 for the same periods of 1916, and 1915 respectively.



*Theodore Haviland*

*Limoges.*  
FRANCE.

---

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



### BORGFELDT'S CHICAGO DINNER.

THE Annual Dinner of the Chicago branch of Geo. Borgfeldt & Co. to out-of-town customers was held Tuesday, April 10th, from 12 to 2 p.m., in the Louis XVI. room of the Hotel Sherman. It was the largest gathering ever assembled at their Chicago Banquet, including buyers from everywhere, and altogether there were 175 guests seated at thirty tables. Messrs. Geo. Semler, Geo. Kolb and Fred Kolb, of New York, honored the occasion by their presence. The souvenirs were bronze statuettes of The Good Fairy inscribed with the words, "Compliments of Geo. Borgfeldt & Co., April 10th, 1917." Its designer, Mrs. Jessie McCutcheon Raleigh, was also present. Paul Beise and his famous saxophone orchestra, assisted by Miss Alma Adair, Chicago's popular dinner entertainer, contributed towards making the banquet a memorable event.

### FACTORY LEGISLATION.

RIGHT in line with an article on labor shortage which appeared in our last issue, and which has been taken up by J. M. Beatty, of the Federal Glass Co., comes a report from the Merchant's Association of New York. The Executive Committee of that association, interested in several labor bills now pending in Albany, report that 'The present law requires that minors between the ages of fourteen and sixteen years shall not be employed except upon production of an employment certificate issued by the Labor Department. The pending bill requires such certificates for all minors between the ages of fourteen and eighteen years.

"Your committee is of the opinion that the proposed change is unreasonable and unnecessary and recommends that the bill be opposed.

"Section 104 of the Labor Law provides as follows:

'No article of food, no dolls or dolls' clothing, and no article of children's or infants' wearing apparel shall be manufactured, altered, repaired or finished in whole

or in part for a factory, either directly or through the instrumentality of one or more contractors or other third persons in a tenement house, in any portion of an apartment, any part of which is used for living purposes.'

"It is proposed to so amend this provision as to include toilet articles, artificial flowers, feathers or hat ornaments and wearing apparel of all classes.

"The effect of absolute prohibition of industrial work in tenements would be most unfortunate inasmuch as it would deprive large numbers of people, unable to work in factories, of an opportunity for livelihood, and it would render extremely difficult, if not impossible, the enforcement of such a law.

"In the opinion of your committee, based upon the personal knowledge of the chairman and grave consideration by the members of the committee of facts laid before them by official representatives of the industries affected, these bills should not become law.

"It is, therefore, recommended that they be opposed by the Association.

### A CROCKERY AND GLASS CLUB.

IT appears that at last there is prospect of a really first-class club for the Crockery, Glass and Allied Trades in New York City.

In connection with the \$15,000,000 Hotel Commonwealth and Commonwealth Club, which it is expected will shortly be erected in the Times Square district, a strong movement is on foot for palatial club quarters for our trade.

It is proposed that an Advisory Council shall be formed to have the affairs of the Crockery and Glass Club in charge, and the arrangements in general are such as should appeal to those who realize how great a service may be rendered by having some first-class up-town rendezvous in this metropolis.

The CROCKERY AND GLASS JOURNAL has no hesitancy in commending this long needed movement to its readers.

CAKE OR CHEESE COVER.



NEW YORK:  
19 Madison Avenue.

GILLINDER & SONS INC.

SEASONABLE  
GOODS.

WRITE FOR PRICES.

PHILADELPHIA, U.S.A.

SANDWICH PLATE AND COVER.



CHICAGO:  
318 Dickey Building.



The president of the Commonwealth Corporation is Chas. H. Ingersoll, the well-known watch manufacturer; the active management is in charge of W. J. Hoggson, a prominent builder, and the treasurer is Chas. J. Kinsmann of the Sterling Bronze Co. These men and their colleagues are firm believers in the principles of co-operation on which the Commonwealth is to be constructed and operated. Among the influential backers of the enterprise are the following: Haviland & Abbot Co.; Otis Elevator Co.; American Radiator Co.; J. L. Mott Iron Works; American Laundry Machinery Co.; Almirall & Co., Inc.; Jewett Refrigerator Co.; John Simmons Co.; A. M. Byers Co.; Wm. H. Jackson Co.; C. A. Dunham Co.; Pittsburgh Plate Glass Co.; General Fireproofing Co.; Spencer Turbine Cleaner Co. of New York; Jenkins Bros.; Carbondale Machine Co.; Louis Wheelwright (Filters); Worthington Pump and Machinery Corp.; and others whose capital runs into the hundred millions. The Commonwealth offices are at 18 East Forty-first street, Manhattan.

### THE SHORTAGE OF LABOR.

THE question of shortage of labor has been taken up in a practical way by the Federal Glass Co. of Columbus, O., on our suggestion that the matter be brought to the attention of legislators. Mr. Beatty has set the wheels in motion by bringing it before the local

*Continued on page 24.*

**Job Wanted—  
writing price marks  
quickly and cleanly,  
also coloring show-  
cards etc., by experts  
with experience in  
largest stores —  
NICK and PULL**

**Answer this "ad" today**

Blaisdell China and Glass Marking Pencils are used by leading merchants everywhere for marking on china, glass, crockery, French ivory, gold, silver and all merchandise having a highly polished surface. With minimum pressure BLAISDELL CHINA AND GLASS MARKING PENCILS make clear price marks on all smooth surfaces. The marks are water-proof and remain legible after months of handling. When desired they can be removed instantly.

These Blaisdells also make it easy for any merchant to brighten up his store with a bit of color on show cards, signs and special announcements. Colored cards attract attention and speed up sales. They can be turned out quickly with Blaisdells. Or colored signs can be lettered directly on your show cases or your window.

Blaisdell China and Glass Marking Pencils will serve you well. They sharpen quickly. Just "nick" between the perforations and "pull" the narrow strip of paper straightaway.

**BLAISDELL CHINA AND GLASS MARKING PENCILS**  
will not scratch the most delicate surface.

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price \$1.35 per dozen; \$13.50 per gross.

*Order by number today from your jobber or stationer, or write to us.*

**Blaisdell** Paper Pencil Company  
PHILADELPHIA

New Designs, both in Shapes and Patterns, are now ready at the showrooms of

# JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

**The Coalport China Co., Ltd.,**

**Geo. Jones & Sons, Ltd.,**

**F. Winkle & Co., Ltd.,**

**Adderley's, Ltd.,**

**W. Moorcroft, Ltd.,**

**Stevens & Williams, Ltd.,**

"Rock Crystal."

**ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.**

**14 Barclay St., New York City.**

Continued from page 23.

Chamber of Commerce, which body will push the matter. There is no reason why boys of from twelve to sixteen years of age should not be allowed to work if they want to. In all manufacturing districts there are hundreds of boys inside those age limits who will not go to school. They loaf on the street corners, or frequent pool rooms and saloons, acquire bad habits, and waste money instead of earning it. The judges of our courts say that the criminals of the country are recruited from this class of boys. Mr. Beatty's letter is so much to the point that we take great pleasure in publishing it in full as follows:

COLUMBUS, O., April 14, 1917.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: I have read with a great deal of interest, your article headed "How to relieve labor shortage."

I think you have hit the nail on the head and have certainly called the attention of the glass industry to a matter that has been worrying them for some time and from which they have not been able to see any relief. In thinking over your suggestion it occurred to me that the quickest way to get action on a matter of this kind would be for employers of labor to take the question up with their local Chambers of Commerce and have them in turn interest the Chamber of Commerce of the United States, which is an organization that all the local Chambers belong to. I have, this day, taken the question up with our local Chamber of Commerce with the result that they are going to push the matter through the National Organization. I am writing this to you so that you might, if you deem it advisable, make a suggestion of this character in your next issue and not restrict your remarks to the Glass and Pottery industries alone, as this condition affects every employer of labor.

If any results are obtained from this action I will feel that this one item of yours is worth a lifetime's subscription to your paper and a lot more besides.

Very sincerely yours,

J. W. BEATTY.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

## TIN SOLDIERS.

MUCH alleged fun was formerly enjoyed at the expense of the militia and these guardsmen have been called "tin soldiers." But it is not in New York alone that there are tin soldiers.

Twenty-five German soldiers in full uniform, cavalry, infantry, and artillery, were discovered below decks on the big liner Vaterland at Hoboken last week. But they were made of tin.

They were put into a box and sent to Dudley Field Malone, Collector of the Port, who decided that the best thing to do with them would be to present them to Hans Ruser, Jr., son of the Vaterland's Captain, who is living with his mother at Hoboken, while the elder Ruser is on Ellis Island. This was done, greatly to the youngster's delight.

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### OFFICE FITTINGS.

FIRMS contemplating moving their offices on or about May 1 and are in need of new fittings, or who desire to have present fixtures refinished by first-class workmen at reasonable rates, are referred to E. H. BUHLER & SON, 145 East Forty-second St., New York.

### SITUATIONS WANTED.

IF you want an efficient cut glass salesman—I'm your man. Have specialized in selling this class of goods for several years and know the trade thoroughly. Prefer to travel through the West and South where I have a strong following. Address A 125, this office.

### BUSINESS OPPORTUNITIES.

GLASS KNOBS WANTED.—Advertiser desires names of manufacturers that make various kinds of glass knobs, or that will make same according to samples submitted. Address A 125, this office.

### FOR SALE.

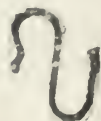
SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.



TWENTY-SEVEN YEARS' EXPERIENCE IN THIS LINE.

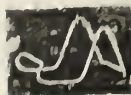
Brass and  
Rubber-Covered  
Easels, Plate and Plaque Hangers, Etc.

Large assortment of styles and sizes for displaying cut glass, plates, cups and saucers, etc. Prompt deliveries.



MAX KAUFMAN,

106 Broadway, Brooklyn, N. Y.



## Jones, McDuffee & Stratton Co.

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon Chi
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgwa
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Br
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The HARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, L
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & C
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kot
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain,	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, L
The MARQUIS,	"
The BELGRADE China,	Doulton & C
The ALCAZAR,	Wm. Adams & C
The ST. LAZARE SPRAY,	Haviland & Co. Chi
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted,	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A Chi
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouy
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian Chin
The CASSEL,	"
The LILLE,	Gustav Vo
The LOUVRE,	Theodore Haviland & C
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramiqu
The BLUE CHINESE,	J Wedgwood & So
The SOFIA China,	"
The BRINDISI,	Glnori Italian Chin
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand,	"
The MEISSEN CHINA (Dresden) Blue Onion,	"
The ODESSA, White and Gold Encrusted,	John Aynsley & So
and other stock patterns from original sources.	

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China Co., W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston. "Stock Patterns" which cannot be readily matched call for more annoyance than profit.



# CROCKERY *and* GLASS JOURNAL

NEW YORK, APRIL 26, 1917.

## THE CONDITION OF BUSINESS.



Trade in the warerooms is undeniably dull. While a few more buyers have been in this week than last their purchases are comparatively small. Some contracts have been sought for domestic glass, but agents are not quoting prices for delivery after July 1. The domestic potters continue to receive orders in excess of their output, and glass factories have had the usual rush which comes just before the summer shutdown. The travelers are finding no difficulty in placing orders, regardless of price, and of course without any date of shipment. But these men are reporting that there is a little more hesitancy shown in giving orders for future delivery than there was a few weeks ago, because of the uncertainty of what business conditions will be when we get deeper into the war. This state of affairs is not confined to any one section of the country, but is a little more marked in the Eastern States than it is in the interior, for the Western people do not seem to understand or appreciate war conditions as we do on the coast. Having no fear of bombardment from submarines or war vessels, they are placid and do not realize the full significance of the momentous step this country has taken.

Retail trade has undoubtedly fallen off materially. Not only in this immediate vicinity, but everywhere. The women, who do the real buying for the ultimate consumer, show a timidity which the men do not seem to share. Along the eastern coast the women are preparing for war. All the spare time and energy of a large number are devoted to Red Cross work and other activities incidental to military operations, and are

spending much money besides. While their sisters in the interior are not backward in doing good work, they are not as energetic as those who are nearer the scene of action, and there is no question but that a lot of money which would go into crockery is going into bandages.

Again it is observed that history is repeating itself. The slump in trade and in the stock market was expected by those who have knowledge of our Civil and Spanish wars. The depression will last for a limited time, and, unless peace comes soon, a reverse action will follow and business of every kind will boom. There are certain conditions, however, in the present movements which may lessen the big business. Should the Government take a hand in regulating profits, this may be different. Big fortunes will be made, but not the excessive profits that were reaped in our own Civil War. There will be much money in circulation which will cause high prices and stimulate trade in every direction. But whether this country goes into the war in a big way or whether the whole thing ends shortly, the impetus which business has received up to now will carry it along for an indefinite period. Of course the final reckoning will come, but that is far away. We should advise buying to the extent of ability to pay. We would further advise the exercise of prudence to prevent over-buying. It will be well for all buyers to have a clear and definite knowledge of how their orders stand with manufacturers and importers that they may guard against an excessive supply being thrust upon them all at once.

### East Liverpool and Vicinity

Business with all domestic pottery manufacturers continues active, but production is not up to normal.

Prices are firm, but there are unmistakable signs of higher tendencies, based upon continued advances in raw materials. Stocks are short in warehouses, and ware is being rushed through direct from the kilns. Like last week buyers are bidding against one another for merchandise and salesmen are being kept at home for the most part. Transportation troubles continue. Some manufacturers report having sufficient orders on hand to insure steady operations the balance of the year.

### Pittsburgh and Vicinity

All glass manufacturers report increased receipt of orders during the last ten days. General lines are being specified. Prices remain firm

at the present prices, but there is no guarantee concerning the future. Manufacturers and workers are now discussing among themselves proposed changes in the wage scale for the coming fiscal year. Some advances are expected to be made by workers in some departments. The demand for blown ware far outstrips the production. Sand is hard to get at any price. Mail business with all factories is very heavy for this time of the season.

### A HOME FURNISHING EXHIBIT.

SPECIAL sales are of every day occurrence but an exhibit of housefurnishings in a retail store on the lines of the wholesale shows is new. Simon Roth, with A. I. Namm & Son, conceived the idea, and last week staged a unique display. The department was finely decorated with artificial flowers, and vines to give a touch of spring to the place, and forty demonstrators were explaining as many different articles. Everything that comes under the head of housefurnishings was shown and the sales were immense. More than 50,000 souvenirs were given away.

### OLD GLORY IN THE POTTERY DISTRICT.

DURING the afternoon of April 21, there was a flag raising and patriotic demonstration at the Newell plant of the Edwin M. Knowles China Co. The program was in charge of Harry Watkins, superintendent of the plant, and the principal address was delivered by the Rev. D. W. McLeod, of the First Presbyterian church of East Liverpool.

At Wellsville, last Sunday afternoon, there was a large patriotic demonstration with speaking in the First Methodist Episcopal church, preceded by a large parade.

W. E. Wells, of the Homer Laughlin China Co., delivered the principal address of the meeting.

The high wind the evening of April 18 blew down the new flag pole from the roof of the D. E. McNicol pottery plant at Sixth and Broadway. The pole was erected and a handsome flag was hoisted to the breeze at the plant just four days previous.

Safety director Eugene Bradshaw, chairman of the national defense committee of East Liverpool, appointed at the patriotic meeting held in East Liverpool April 8, announced the appointment of the following committee chairmen: Finance and national affairs—W. E. Wells and transportation—C. C. Ashbaugh. The executive committee will include the chairmen of the above committees.

### ENLARGES FACTORY.

THE factory of Wm. R. Noe & Sons, at 191 Pearl street, Brooklyn, where the concern manufactures lamps and a variety of other metal specialties, has proven entirely inadequate for the tremendous amount of business it is required to handle and in order to relieve the situation the firm have taken over a five-story building adjoining their present factory at 193 Pearl street, which will be equipped with the very latest machinery for metal spinning and stamping.

### PALM BROS. CO. MOVE.

THE old and well-known firm of Palm Bros., dealers in transfers, have taken the entire fifth floor of 71-73 Murray street and will move on May 1. The company have an up-to-date factory at Norwood, O., just off Cincinnati, where they make a specialty of pottery decals from original designs, under the personal direction of Otto Palm, Jr. On or about the first of May Herbert Schulenburg will start for the western potteries with a new line of samples which are replete with American ideas in decorations.

### INVESTIGATING GLASS PLANTS.

AN emissary of the Government has been canvassing the glass trade this week with a view of getting glass for preserving fruits and vegetables. According to his statement more will be raised than can be consumed and as we know that there is a shortage of tin some other container must be substituted. If the glass manufacturers will not accept orders from the Government they will take over as many plants as they require.



## Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-  
ing Glassware, indirect and semi-indirect;  
Domes, Shades, etc.

WHO invented the electric incandescent lamp?

Nearly every one would give the credit to Edison. It is true that Edison did invent the first commercially successful incandescent lamp, but he was guided by the efforts and failure of numerous other inventors. There has been a question as to just where the idea of electric lamps originated, but it would be very hard to attempt to answer this. Some eminent Egyptologists offer the suggestion that the Egyptians of four thousand years ago had electric lights. They base their opinion on the unsmoked mural paintings in walled-up chambers. Coming down to modern times, we find that Sir Humphrey Davy first produced and studied the phenomenon of the electric arc in 1801. Frederick de Moleyns made a lamp of the incandescent arc type, with the light inclosed in a vacuum, in 1841. Many other experimenters worked on the problem of producing a "filament" light in a vacuum, but with indifferent success. In 1877 Edison announced his intention to devote himself to solving the problem of lighting by electricity. His triumph came on October 21, 1879, the anniversary of which is now observed as "Edison Day."

The vogue of black and white which has brought about so many black and white rooms has one disadvantage, and that is in the coldness of its effect in the evening. The severe black and white candle and lamp shades are charming by day but unpleasantly glaring by night. As a result new transformation shades are being shown for both lamps and candles. These are outwardly plain white with a design in black, but they are lined with colors in varying designs. Of course the moment a shade is put over a light the colors shine through the black and white, and the severe magpie shade becomes a glowing bunch of roses, or boasts a flight of swans across an azure sky, while others show lustrous reds and warm purples in a grape design.

Wouldn't it be easy to sell an article that converts any vase into an electric portable? The dealer that agrees that it would should turn to the advertisement of Edward Miller & Co. in this issue which calls attention to the No. 68 "Miller" Electric Cluster, which can be attached immediately to any vase, urn, etc.,

having a top opening corresponding nearly to the diameter of the lower shell. The feet spring sufficiently to hold the cluster absolutely secure on the article to which it is applied. The extension feature admits of correct height for shades of different sizes. It is made in old brass and other finishes and is sold complete with chain pull sockets, six feet of cord and attachment plug.

This little candle lamp of spun brass, with its rich ivory finish and delicate hand-painted Dresden decoration fitted with a silk-lined cretonne shade to match, is like a breath of spring in its refined daintiness. It will



add just that needed brightening touch to the boudoir or any room in the house. Every dealer should have it in his stock. The photograph is about one third the

actual size. This is only one of the "good things" being manufactured by Wm. R. Noe & Sons, who will be glad to furnish photographs and information about others.



Seekers after the unusual in electric and gas portable lamps and fixtures will find their wants gratified by a visit to the salesroom of W. C. Woodward, representative for the Nichols Gas Fixture Mfg. Co., manufacturers of a line that is distinctly different from every standpoint. There is an originality about the designs that is seldom found in a line selling at such modest prices, while the artistic finishes are creations in a class by themselves. A number of new lamps have already made their appearance in the exhibit and many more are in preparation at the factory. This exhibit has a variety of interesting items in fixtures, among them might be mentioned a very good looking candle style electric fixture for either four, five or six lights.

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### THE STORY OF GLASS.

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GLASS is older than the arts. Volcanic glass was in use in the stone age. The cave man made from it arrow points, spears, knives, etc., because it could be chipped to a razor cutting edge. Obsidian, or volcanic glass, was extensively used by the Aztecs of Mexico and the Incas of Peru for the same purpose. Many a doughty Spaniard fell beneath the great two-handed wooden swords, with seriated teeth of volcanic glass, in the hands of Montezuma's warriors. It is to be inferred that the earlier civilization would act on this suggestion from nature and endeavor to make glass by the fusion of certain rocks and sands. Glass is very old. Its manufacture was common in ancient times.

Chemically, any vitreous compound is called glass. Commercially, glass is a fused mixture of two or more silicates and is often named from the predominant base, as "soda glass," "potash glass," "lime glass" and "lead glass." It is usually transparent, or at least translucent, and is brittle at ordinary temperatures. Sand is now generally used for obtaining the silicates which form the base of glass. The sand for the finer qualities of glass is quarried. The principal deposits of sand for glass-making in the United States are in Massachusetts, Illinois, Ohio, New Jersey, Pennsylvania, West Virginia, Indiana, Missouri and New York. Good sand, however, is available in almost every part of the country.

There are innumerable kinds of glass. Some are named for their uses, as bottle glass, mirror glass, optical glass, window glass. Others, according to the process of manufacture, as blown glass, pressed glass, cast glass, cut glass, ground glass. Others are named to the localities from which they are obtained, as Biar,

Bohemian, Murano, Venetian or Venice and Saint Gobain glass. Still other names are given to glass according to finish and form, as kinkled, corrugated, fluted and spun glass. Then there is agate, marbled, rose argentine, aventurine, favrile, bronzed, silvered and platinized glass. The commonest kind of glass, however, is flint glass, and this includes all the myriad forms of glass with the possible exception of window and bottle glass. Besides all these, there are stained, painted, colored and mosaic glass.

The principal basis used for making all glasses are sodium, potassium, calcium and lead. A host of other ingredients are used in making glass, for coloring, etc., but these vary greatly with the many different glass companies and no definite information can be given as to their use. Very often colored glass is made ordinarily like any other glass, the coloring being accomplished by the addition of dyes (general metal oxides) to the molten charges. The same metal produces several different colors at various temperatures. More often, however, colored glass is stained, painted or enameled, and when joined to form a pattern is called mosaic.

Probably the largest use for glass in the electrical trade is in connection with the lighting fixture business. For this class of trade the glass that is most used is a milky white opaque glass called bone, milk, opal, alabaster or rice stone glass. Colored or stained glass, cut glass and glass that is green on one side and white on the other, are often used for lighting fixtures. Colored glass is principally used for domes, cut glass for showers and chandeliers, and the white and green glass principally for half shades and parabola reflectors. Mirror glass, too, is used to a large extent for reflectors.

While it is impossible to state definitely the kind of glass that is used for each electrical device that contains glass in its make up, the following list of devices will serve to give an adequate idea of where and for what glass is used by manufacturers of electrical appliances and devices: Annunciators, arc lamps, bath light cabinets, beads insulating, carriage calls, clocks, car headlights, current rectifiers, color caps, domes, drink mixers, electro-medical apparatus, electroscopes, fuses, fire alarms, electric fountains, flashlight lens, hydrometers, house numbers, insulators, illuminate columns, instruments, incubators, lamp bulbs, luminous radiators, lighting fixtures, marine fixtures, mirror shades, projectors, portables, showcase fixtures, shaving mirrors, signals, stage lights, static machines, vaporizers, voltage regulators and wet batteries.

Glass is a non-conductor of electricity, and is largely used for insulating purposes, principally in the form of insulators for pole line distribution of electrical energy, generally, however, for voltages of less than 5,000.

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**T**ROUBLE doesn't drive people to drink until after drink has driven them to trouble.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

It is admitted by clay brokers here that the shortage in raw clays is rather acute, more so than the trade at large realizes. It is pointed out

that in this district alone the shortage totals more than 200 cars of ball, wad and sagger clays. The entire situation is caused by the freight car shortage, the miners being unable to secure sufficient rolling stock to move their product. China clays from North Carolina, Georgia and Florida are scarce, and this together with the shortage of imported clays is causing the trade to do some "tall thinking." Railroad officials have been appealed to, but the ruling of the railroad traffic associations that cars must be "homeward bound," is admitted by the traffic men to be the source of trouble. The rule of the railroads has the approval of the Federal officials. Every possible opening is being sought whereby "mty" cars can be obtained for clay loading. While the prices of clays are higher now than ever known, pottery manufacturers are not considering cost when it is possible to secure it.

John Horwell, aged seventy-one, has retired from active pottery work after having spent sixty-three years firing kilns. At the age of eight years Mr. Horwell started to learn kiln firing in England. He has been at the work ever since. For the last twelve years he was with the Thompson Pottery Co. Before that he was a stockholder and worker in the former George C. Murphy Pottery Co. and the Globe Pottery Co.

Edward J. Owen, vice-president of the Southern Potteries Co., Erwin, Tenn., has returned home after spending several days in this district on business. This firm has a big business on file.

"I guess the only way you can get merchandise is to go into the potteries you are doing business with and 'do your bit' in getting your cars loaded," said Leo Arnstein, buyer for E. Schuster & Co., of Milwaukee, when he returned to the Elks Club after spending a day at a local pottery assisting in rolling casks into a car. Mr. Arnstein has been visiting this

market about every six weeks, and is ordering far in advance.

At a cost estimated at over \$10,000, the Summit China Co., of Akron, O., is erecting a new office building, and making extensions to its warehouse and packing departments. The firm is also building a trestle from the Baltimore and Ohio Railroad, so that the handling of coal will be facilitated. The capacity of the decorating department is also to be enlarged. Business with the firm is active, and a lot of future business is on file.

Buyers who visit this pottery market, and who have had occasion to "work the river potteries," will rejoice to learn that the city council has at last decided to improve that old road by constructing a concrete highway, twenty-four feet wide. From the Thompson pottery east to the T. A. McNicol pottery, in wet weather the road has always been a "sea of mud."

Decals are becoming scarce. This is admitted by all supply brokers in this district. On top of this growing scarcity is the fact that duplex paper, which is only manufactured abroad, and used by domestic decal manufacturers, is also becoming very scarce. It was only recently that a decal broker made the remark that "if the pottery manufacturers only realized the present condition of the decal situation, they would buy every sheet of any pattern they could get their hands on."

Practically every pottery manufacturer is doing business on lines laid out last December and January, no plant making an effort to present any new proposition. In fact, many manufacturers are being forced to continue exclusively lines shown in January, and will continue to do so the balance of the year.

General Manager Charles E. Doll, of the Mount Clemens Pottery Co., in a statement this week said: "We presume we are in the same predicament as most of the potteries, that is, we have sufficient orders on our files to take care of everything we can produce for the

balance of the year. This is far from a gratifying condition, in view of the constant handicaps we are experiencing in securing raw materials. We feel that the raw material situation is bound to be a handicap to all the potteries as long as railroad conditions remain as at present. It is true there are fewer embargoes in effect than formerly, but the real difficulty is the lack of car equipment and motive power to handle all the business that is being offered the railroads. We will be forced to continue on our January lines exclusively throughout the balance of the year in an effort to supply orders already on hand."

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Hon. G. F. Hankins, owner of the Foster Pottery Co., Lexington, N. C., when here a few days ago, declared that business in the Southern States was more active now than ever, and would continue big all through the year.

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"Shortage in labor and unrest among workmen make it difficult to operate our plant steadily," said Secretary Guy E. Crooks, of the Crooksville China Co., this week. "The scarcity of fuel has handicapped us considerably this year. We have been able to get materials so far, but have been greatly delayed because of shipping conditions. We do not see any improvement in the railroad situation at the present time. Raw materials are getting scarcer and higher every day."

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"The raw material situation is a little more acute with us than it has been," says James Shaw, secretary of the Canonsburg Pottery Co. "We are having considerable trouble getting some kinds of materials, caused almost entirely by a car shortage. Orders are not coming just as freely as they did some time ago. We still have, however, enough business on our files to run for several months, even though we do not receive another order."

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Among the buyers visiting the local market were the following: Mr. Whittemore, of John M. Smythe, Chicago, Ill.; Leo Arnstein of E. Schuster & Co., of Milwaukee; Hon. G. H. Hankins, Lexington, N. C.; Ed. Wild, of Wild & Rohn, Milwaukee, Wis., and A. S. Baker, with Gimble Bros., Philadelphia, Pa.

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#### THE GLASS INDUSTRY IN CARLSBAD.

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CONDITIONS in the engraved and decorated glass industry were good during the past year, says a recent consular report. The markets for this glass are developing in Holland, Denmark, Sweden and Norway, while sales in Germany and Austria-Hungary are large. The manager of a well-known plant states that the orders are coming in so fast that it is impossible to ac-

cept them all and that, despite the present difficulties under which his company is working, its output has diminished only 33 $\frac{1}{3}$  per cent from that in 1914.

There is a sufficient supply of raw materials necessary in the production of this glass, with the exception of the metal oxides used in obtaining the best colors, but without which it is still possible to obtain colors, even though they be not of the same quality. All raw materials are now very expensive and coal is difficult to obtain.

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#### WANT SUGGESTIONS.

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OKLAHOMA CITY, OKLA., April 20, 1917.  
*Editor CROCKERY AND GLASS JOURNAL.*

Dear Sir: We are going to move our china, glassware and silverware departments; and, also our house-furnishing department from the basement to the third floor of our store. The space for the departments will be 50 feet wide by 150 deep. We expect to make this move sometime in July or August and we would like suggestions as to the arrangements of such departments and also what would be an appropriate, inexpensive gift to give to our customers who visit us. Any suggestions will certainly be appreciated. We are going to carry a much larger stock in these departments than heretofore, therefore, we expect to have one of the nicest displays of this character in Oklahoma city.

Yours very truly,  
 RORABAUGH-BROWN D. G. Co.

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#### MONTHLY SUMMARY OF IMPORTS.

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THE importations of earthen, stone and chinaware for the month of January, 1917, compared with the same month in the preceding year, show the following gains: Great Britain \$55,866, France \$10,468, Japan \$54,457, Other Countries \$1,558; while Austria lost \$11,123 and Germany \$61,383, making the total show a net increase over 1916 of \$49,844.

For the fiscal year beginning July 1 to January 31, compared with the same period of 1915, Great Britain showed a gain of \$16,490, Japan \$363,413, Other Countries \$44,552. Austria lost \$298,536, Germany \$2,276,907 and France \$42,036, making the net loss \$2,193,024. Compared with the seven months of 1916 Great Britain gained \$361,841, France \$65,083, Japan \$422,398, Other Countries \$73,473; while Austria lost \$78,247 and Germany \$797,233, making the total show a gain of \$47,315 over 1916.

The importations of toys for the month of January show a decrease of \$84,079 for Germany and an increase of \$40,525 for Other Countries. For the seven months Germany lost \$5,333,876 compared with 1915 and \$2,089,486 compared with 1916, while Other Countries gained \$105,785 compared with 1915 and lost \$306,474 compared with 1916.



In glassware the importations fell off \$19,687 for January, and for the seven months \$861,221 compared with 1915; and \$107,007 compared with 1916.

Hydrate of potash containing not more than fifteen per cent of caustic soda gained \$7,476 for the month, and for the seven months lost \$155,042 compared with 1915, but gained \$4,698 over 1916.

China clay showed a deficit of \$8,955 for January, and for the seven months \$386,221 compared with 1915 and \$60,302 compared with 1916.

Articles of metal enameled or glazed with vitreous glasses lost \$12,967 for the month, and for the seven months lost \$179,437 compared with 1915 and gained \$37,524 over 1916.

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### PHILOSOPHY OF THE LAMP CHIMNEY.

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IN response to the inquiry, "Why is it when you light up a kerosene lamp it burns with a bright flame when it has the chimney over, but smokes when the chimney is removed?" Garrett P. Serviss says:

"If you hold your hand a foot above the bare flame of your lamp before the glass is put on you will feel no great heat, but when the glass is on the heat becomes intense. This shows you that the glass acts as a chimney, confining the air heated by the flame, and guiding it in a narrow current upward.

"The heated air rises because it is lighter than the surrounding air, and, as it rises, colder air comes in at the bottom, from all sides, to take its place. If you study the construction of your lamp you will see that openings are left around the flame, under the bottom of the glass chimney, for the purpose of admitting the air that rushes in below to replace the heated air that is going up and out of the chimney.

"Now, combustion or burning cannot be maintained without a continual supply of oxygen, which combines chemically with the heated gases from the oil, and the needed oxygen comes from the air, about one-fifth of which consists of pure oxygen. If the same air is continually exposed to the flame, the oxygen will quickly be all burnt out of it, and then the flame will expire.

"If the supply of oxygen is too small the combustion of the carbon-charged gases arising from the air will be choked with smoke, which consists of only partially burned particles of carbon.

"That is the situation when you have lighted the lamp, but have not yet put on the chimney, for then the air from the surrounding atmosphere does not flow in fast enough to maintain the needed supply of oxygen. But the moment the chimney is set in place a draught, or current, of heated air begins to ascend through it, leaving room at the bottom for fresh air to come in loaded with oxygen, and the fresh air will come in be-

cause of the pressure to which it is subjected by the surrounding atmosphere.

"Thereupon the flame brightens and steadies because now there is constantly enough oxygen on hand to produce complete combustion of the gases. The brilliancy of the flame is principally due to minute particles of carbon, derived from the oil, and heated to a bright incandescence.

"Chimneys are one of the most useful and interesting inventions that man has ever made. They are of wider and more essential importance than anything that Edison, or any other great modern inventor, has contrived; but we do not know who made the first chimney. In a primitive form they must be almost as old as the human race, for a fire could not be made to burn with any regularity without a draught to keep up the supply of oxygen. The first chimneys may have been natural crevices in the walls and roofs of caverns which were gradually improved, artificially, as men perceived, without thoroughly understanding, how they acted.

"Then, probably, stones were piled together to form rude chimneys, as a skilful camper piles them to-day to cook his food on the seashore, or in the forest. Indian wigwams were turned into very smoky and ineffective chimneys by making an opening in the center of the roof.

"It take an engineer to make a good chimney, and he must understand many of the laws of nature. Modern factory chimneys are triumphs of scientific construction. They have to be made tall in order to maintain a large, hot fire, and the heated air and gases pour up through some of them with the velocity of a hurricane, 50 or 60 feet per second, or from 35 to 40 miles an hour! It has been found that the velocity of the ascending current in a chimney varies, other things being equal, as the square root of the height of the shaft.

"This shows why in order to get a very strong draught the chimney must be made very high, for according to the law just stated you must quadruple the height to obtain double the velocity. If, for example, a chimney 50 feet tall should give an ascending current moving 20 feet per second, you would have to make the height 200 feet to have a current moving 40 feet per second, and the shaft would have to be 450 feet high for a current of 60 feet per second. But the actual results depend upon many controlling circumstances, and 10 or 12 feet per second is about the average velocity in a good factory chimney.

"A modern chimney, whether for a factory, or a house, even a kerosene lamp, is an object lesson in practical science. Shape, size, proportions—all these things, and many others—have to be carefully calculated and adjusted, so that a skilful chimney maker is an indispensable member of society in this scientific age."

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 26, 1917

OUR date of issue is that of "France Day." The country has done a courteous act in setting a day dedicated to a friend who was a friend in need. It is fitting that recognition should be made.

IF the manufacturers will make an effort there is a possibility that the child labor law may be so amended that boys who are neither attending school nor working, may, under restriction, be allowed to work in factories. The canneries are making a move in that direction, and, if they are backed up by the crockery and glass men, they may get their measure through. Somebody will have to do some work though. Complaining about shortage of labor will not do the trick. Go after the legislators and appeal to the Chamber of Commerce. Don't wait! Work!

### IN THE LONG RUN.

AS everybody knows, copper and brass have gone up tremendously in price, and many small lamp concerns have been hard hit. For years the big houses have suffered from the unfair competition of small manufacturers. They would get out a good design, only to have it copied, or so nearly so that the ordinary buyer could not see the difference, or if he did the low price at which it was offered was sufficient inducement for him to buy it in place of the original. Wherever

there was a chance to cheapen the cost the imitators did it. Substitutes for lamps that were put out originally at \$5 were offered by the copyist at \$2.50 or \$3. The big houses, knowing the value of their goods, refused to lower the price, even at the loss of sales.

Then the war came. Brass and copper went higher and higher, till they reached a point where the small manufactures had to drop out. The big men then raised their prices a little; then a little more; and now are getting all the business with a fair profit. And a tremendous business it is, too, now that the small fry are eliminated. It paid them to hold their prices, even with small sales, until buyers were forced to come to them. Now they control the situation and are making money.

This ought to be a lesson to those who cut prices by making inferior goods. They ought to learn that it pays to make good goods from original designs and get fair prices for them, for that is the only method of doing business that will enable them to defy competition.

## PERSONAL.

LAST Saturday Mrs. Eva R. Lee, of Saratoga Springs, N. Y., went home after a two weeks' visit to this city. She does a good business in fine goods and was here to stock up before the opening of the season. A big crowd is expected this year at Saratoga based on the hotel bookings already made. Mrs. Lee is not a frequent visitor to New York, a fact that is much regretted not only because of business reasons, but because of her charming personality.



Daniel Rothschild, of Ithaca, N. Y., was buying in the city the latter part of last week. He says the college boys are enlisting in droves and the whole city is alive with patriotism.



Ed. Craig, New York representative of the United States Glass Co., came home from a three days' visit to Pittsburgh on Friday of last week. He says the factories are doing all they can to turn out goods, but are hampered in every direction.



E. H. Touhill with the Mitchell-Woodbury Co., came back from his spring trip west the middle of the month, and after a few days in Boston, took a week off in New York. He will start again shortly after the first of the month, going as far as Denver.



J. H. Venon was one of the first men in the crockery trade to put out an American flag when war was declared as existing against Germany and it was a handsome one. On Friday he put out an equally handsome



French flag, but it is a trifle smaller than the Stars and Stripes alongside of it. He is the first man in the trade to hang out the French flag.



F. O. Shattuck, with Geo. F. Bassett & Co., arrived in New York on Monday from a trip through New York and the upper part of Pennsylvania. He sold much merchandise, but found the merchants complaining that the retail trade had been dull for two weeks. They thought the war scare was responsible.



Fernand Desmaison, with L. Bernardaud & Co., will leave on Sunday night for a two weeks' trip to Boston and other New England points.



John H. Hahn, of Richard Briggs Co., Boston, was in New York, on a special errand, Thursday of last week, just for the day.



H. G. Adolph, 450 Broome street, has taken over the sales agency of the Quezal Art Glass Co., of Brooklyn.



George Hooley, who has been with Hager & Bro., Lancaster, Pa., as manager of their china and glassware departments for some time past, has been engaged by the Wm. Hengerer Co., Buffalo, N. Y., as buyer of the same lines for their establishment, filling the position left vacant by the recent resignation of I. Feldman, who went with L. Bamberger & Co., Newark, N. J. Robert Orr, buyer for Lord & Gage, Reading, Pa., will take Mr. Hooley's place with Hager & Bro.



Fred C. Brey, with B. F. Drakenfeld & Co., was called for service on the Federal jury last week and expects to be occupied with his duties most of the time during the next month.



D. C. Mansfield, of J. Seth Hopkins-Mansfield Co., Baltimore, Md., left for home Saturday night after spending several days in the city placing orders for his concern.



John J. Miller, head of Maddock & Miller, is seeking rest and incidentally an opportunity to brush up on golf at Lakewood, N. J., this week.



Frederiek Skelton left last Friday for Houston, Tex., to attend the wedding of a friend. After leaving Houston, he will meet "Sandy" Fraser, traveling representative for the Beaver Valley Glass Co., at San Antonio, with whom he will make the trip home.



Felix Kohn, buyer for A. Lisner, Washington, D. C., was in town again this week. In response to an in-

quiry he said that business had been exceptionally good, because, besides the regular trade, many people were visiting Washington on account of political conditions. After the President's proclamation there was a little dull spell, but business soon revived.



H. B. Thistle, Jr., of the Cox & Lafferty traveling staff, made a brief visit to New York on Sunday principally to visit his father who is ill at his home in Brooklyn. After spending Monday at headquarters Mr. Thistle left again to continue his trip through New York State.



Chas. L. Casey, head of the Guernsey Earthenware Co., was a visitor in town last week, to attend to some special matters for his factory.



W. T. Mitchell, with Duffy-Power Co., Rochester, N. Y., is one of the buyers making the rounds of the local representatives this week. He is stopping at the Hotel Martinque while here.



Max Hirsch, New York representative for the Buffalo Mfg. Co., returned on Saturday after spending two days in Boston calling on the trade with his line of metal specialties.



George Schiessler and W. T. Mitchell, of the Pioneer Cut Glass Co., Carbondale, Pa., left for home Saturday after being in town for two days on a combined business and pleasure trip. They spent considerable time consulting with their New York agent, Herman Kashing.



E. C. Ledger, with W. S. Pitcairn, is home after a two months' trip through the East and Middle West. He found some falling off in trade when war was declared and strange to say, costly goods were most affected.



Geo. A. Service, who has been west for Kennard L. Wedgwood, came home on Tuesday from his regular spring trip. Business was good until two weeks ago when he noticed a slight falling off. He will make a Canadian trip in the near future.



Last Saturday, A. Weber, who travels over New England for Herman C. Kupper, came home from a trip. "No trouble to sell goods," was the only comment about business, but he had a little story about the vicissitudes of travel. Reaching Worcester late Wednesday evening he learned that Thursday was a holiday, "Patriots Day," and the stores would all be closed. To save loafing a day he decided to go to Hartford. The only train he could get left at one o'clock in the morning. He took it, and arrived in

Hartford at 3:30, a half hour late. Going to the Allyn House he found that a fire had started in the Sample Room Annex, and while it was soon put out, everything was in confusion. He was unable to get a room. He tried three other hotels without finding a place to sleep. At five o'clock he went back to the Allyn House and dozed in a chair till eight o'clock, when he was allotted a room. He breakfasted and turned in to sleep, leaving a call for ten o'clock. He awoke a little after noon, the clerk having forgotten to call him. But he "made" the town and was back in Worcester next morning.



C. L. Horning has accepted an executive position with the Corning Glass Works in the Conophore Division and assumes his duties on May 1. with headquarters in Corning. Mr. Horning is well and favorably known, having been many years with C. Dorflinger & Son, and with his large office experience will be a valuable addition to the company's force.



Frank Muessig, aged twenty-two, son of C. Nick Muessig, local representative for the D. F. Drakenfeld & Co., is now on board the United States battleship Utah, prepared to do his "bit," whatever it may be, for Uncle Sam. Muessig enlisted on February 21 of last year.



Arthur J. Bennett, head of the Cambridge Glass Co., arrived at the concern's New York office on Wednesday to remain the rest of the week to consult upon special business with manager D. King Irwin. This was the first time that Mr. Bennett had seen the company's new salesroom and he expressed himself as being much delighted with it.



W. Campbell George, of the George Bros. Pottery Co., Kittanning, Pa., arrived at the salesroom of the concern's New York representative, H. Benedikt, on Wednesday. He expects to be in town until the last of the week attending to business for his factory, as well as seeing some of the sights.



W. D. Gilmore is again buying for Kaufmann-Strauss Co., Louisville, Ky. He was with them a little more than two years ago, leaving to go with the Shepard Co., of Boston. Mr. Gilmore is a popular and successful buyer and his re-engagement is a testimony of his worth.



Miss Cora Hinnant, assistant buyer for Miller & Rhoads, Inc., Richmond, Va., has been appointed to the head of the china department, succeeding E. F. Loge, who resigned to become manager of E. B. Taylor & Co., as was reported last week.



W. P. Graham, of Graham & Zenger, passed through Chicago on his way to the Pacific Coast last week.

## E. A. UNGER SETTLED IN NEW SALESROOM.

THE East Liverpool Potteries Co., for which Edward A. Unger is the New York manager, have everything in shape ready for receiving the trade in their new salesroom on the third floor of the building at 139 Fifth avenue, of which Rowland & Marsellus occupy the street floor. Mr. Unger moved in last week and has lost no time in putting the place in apple-pie order. The room presents an exceedingly neat appearance, with the samples attractively displayed on long ebony finished display tables and fixtures, on which there is plenty of room to show the various designs to the best possible advantage. The walls are done in gray and white while two-piece unit fixtures, in an effective Gothic design, add a pleasing finishing touch. The factory is now working upon new designs that will be sent Mr. Unger very shortly. They will impart an added interest to the place from the buyers' standpoint, for, judging from advance reports, they will be well worth seeing.

## PRESIDENT WILSON.

THE demand for portraits of prominent men always exists and the more they are in the public eye the more insistent the demand. Surely President Wilson is a prominent character, being before the public more than any other man in the world, and consequently his



likeness is much sought. Realizing this, Paul Straub & Co. have had a bust of him made that will meet the requirements of thousands of people. This bust is of a composition that is durable and not expensive. The modeling is by E. Teruggi and is a fine piece of work. The likeness is unmistakable, and the close resemblance to real bronze is remarkable. This bust is about eighteen inches high and is sold at a figure that should attract dealers.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

Everybody is wondering what effect war conditions are going to have on business. While it is undisputed that the business of the country will be enormous, it is also expected that there will be a shifting in the kind of goods wanted. There will be a tremendous amount of money spent in this country, most of which will be paid out in wages. This means stimulation of business in all lines.

The commercial head of a large glass manufacturing company said last week that every glass salesman and jobber should keep a sharp lookout and have his ear to the ground to find out how the glass business is going to be affected and states that blown factories will be busier than ever.

Homer Mathews has succeeded Brown Stahl as manager of the Fort Pitt Hotel here.

The lack of skilled labor is causing trouble at the Central Glass Works at Wheeling. An official of the works this week made the following statement: "We have been very busy a long time. Orders are plentiful. The great trouble we have is in securing sufficient skilled labor to produce ware. We have had a little trouble in regard to securing raw materials. At the present time we have enough to carry us along for some time to come. We are having our sample room enlarged to three times its former capacity, and it is now being put in shape for a display of our new lines for next fall."

Harry Northwood, of the H. Northwood Co., said last week that his firm has experienced very little inconvenience so far as the railroad situation is concerned. "Perhaps this is because we have so far as possible anticipated delays by carrying more stock than ordinarily, and shipped when we could." The factory is now very active on light glassware.

Because of the heavy demand for their product this year the Duncan & Miller Glass Co. are at present refusing business. H. B. Duncan of this firm said: "We

have considerably more than we can take care of and are refusing additional orders at this time. In regard to the railroad situation, we feel that perhaps you have as much information concerning it as we have, but the difficulty in securing raw material after it has been delivered to the transportation companies is serious and the only way delivery can be made in reasonable time is to keep after it by tracer."

Albert M. Schenk, who recently purchased the Haskins property, at Bellaire O., has announced his intention of moving the business to Charlestown, W. Va.

"The troubles of Mexico are about settled, and business is getting back to normal," said Ramon Lomelin, of Mexico City, Mexico, representative for the United States Glass Co., in that section. "American glassware is in good demand, and I look for a still greater inquiry later." Mr. Lomelin will remain at the home offices for several weeks.

When the factories accept orders these days, the buyer is immediately notified, but date of shipment is left blank. The factories notify the buyers as follows: "This order is accepted upon the following conditions: If shipment is made prior to July 1, 1917, prices and discounts stated will be effective. If shipped after July 1, prices and discounts prevailing at time of shipment will apply; provided, however, that the order may be cancelled if not shipped prior to July 1."

C. H. Blumenauer, president of the Jefferson Glass Co., of Fallonsbee, W. Va., stated that one could hardly look into the future more than a week at a time. Continuing he said: "We can only consider from present indications that the situation will be a great deal worse before it is better. We look for a great shortage of the materials used in glass making and while the railroad situation is exceedingly bad so far as delivery of raw material to us and the handling of our finished product to our customers are concerned, we believe that instead of an improvement it will become worse, particularly if the government makes use of the railroads

to any great extent for the handling of the troops and their equipment. We have for sometime contemplated improvements about our plant, one of which involved a complete producer equipment, the building of a large warehouse and a furnace, but on account of the present high cost of material and the scarcity of labor we have not had the courage to go very deeply into the proposed improvements."

Glass manufacturers are now wondering what demands will be made by the workers, and the latter are going over proposed changes in their wage scale. Each side is to present proposals on or before May 1. The glass workers will consider the demands of the manufacturers at their annual convention. At the joint wage conference in July all demands considered at the convention will be gone over, and agreements, binding for a year, signed. No intimation is made at this time what either side will ask from the other.

The Monongahela Valley Traction Co., with the Monongah Glass Co., the Owens Bottle Machine Co., and the Fairmont Window Glass Co., will build a huge gas producer plant, capable of supplying all of the interested parties, and be ready for service in the course of a year and a half.

## AT CHICAGO.

WITH the factories of the country making more satisfactory headway in getting orders filled, the crockery and glass trade here is feeling more optimistic than for many weeks. The mild weather of spring, according to best reports reaching here, has served the double purpose of improving the gas supply and assisting the railroads in untangling themselves from the bad situation into which they drifted last winter. At any rate, the factory men here are having better luck in getting their orders filled. Several factories have recently lifted the ban against new orders, but few are taken for delivery before June, and the majority of them call for July and August delivery. Retail trade has been excellent during the past week, the crockery and glass departments of the stores being crowded at all hours of the day.

E. M. Meder, factory representative, has taken on the Japanese line of the W. H. Elridge Importing Co., of Omaha.

The annual ball of the Boston Stores Mutual Benefit Association was held April 21st at the the Second Regiment Armory, and was attended by practically the entire force of the store, including department heads.

The annual toy show, which has been at the Hotel Morrison and the Palmer House for the past three

weeks, came to an end last week. It was generally regarded as very successful.

Frank Merry, president of the Indiana Glass Co., was in the city on a business mission last week.

Ernest Wolf will move some time during the week to 30 E. Randolph street, where he will share quarters with Simpson.

Clyde Reasner, of Kelly & Reasner; is at West Baden, Ind., resting for a few days.

Howard Town, traveler for Walter G. Minnemeyer, representative of the Hocking Glass Co., is making a road trip.

## THE WORD "CERAMIC."

AT a recent meeting of the English Ceramic Society Dr. Mellor contributed a short communication on the origin and meaning of the term "ceramic." "Neither the Century Dictionary nor Murray's Dictionary affords very much help in dealing with this question," he said. "Some people contend that the word 'ceramic' should refer to pottery only, and not include bricks and refractory materials. At the opposite extreme is a definition recently issued in the dedicatory bulletin of the Ceramic Engineering Building of the University of Illinois, where the term is made to cover the technology of practically all the earthy or non-metallic mineral products excepting ores and minerals of organic origin; it thus includes all clay products from porcelain down to bricks and terra-cotta, Portland cement, lime, plaster, glass and glassware, fused silica and magnesia ware, enameled metals, chalk and slate products, carborundum, and other abrasive materials, and refractory articles made from a variety of materials. As the term is certainly not used with such an extended meaning in leading European ceramic journals, the American definition must be regarded as a purely local one.

"The most common derivation of the word is from 'keramos,' the Greek word for potter's earth, or for articles of burnt clay; some refer the word back, through the Greek 'keramos,' to a Sanscrit word meaning to burn. The late M. L. Solon suggested a different origin, from the facts that a portion of ancient Athens was called Kerameicus, and the potters who lived in Kerameicus (and worshipped Keramus, a son of Bacchus) were called Kerameis. Hence potters are called ceramicists, and the potter's art the ceramic art. By an easy transition the term was extended to clay-workers generally." The term ceramic, as Dr. Mellor understands it, now embraces the plastic or fictile arts in which objects are plastic first, shaped or molded, and subsequently baked.





## Pointers for Buyers.



Where Live Merchandise May Be Obtained.  
 Tips to Dealers Looking for Ready  
 Sellers.

### SPECIAL VALUES IN TUMBLERS.

The Camden City Cut Glass Co. have sent A. P. Doctor, their New York representative, several new items in light cuttings. Among them is a very special value in a ten-ounce sham bottom tumbler, which is in great demand for regular stock as well as a special sale proposition. The decoration consists of a large floral spray which encircles the glass in a graceful manner and has a cut star bottom. The concern has secured the entire output of a certain well-known factory on this item and is in a position to supply it in large quantities and make quick shipments.

### A LINE THAT HAS TAKEN WELL.

"Arterra" marble, a new line just introduced by the Horace C. Gray Co. is fast making friends among the buyers. Unlike most of the imitation carved marble seen on the market the assortment is not confined to small pieces, but is shown in large busts, figures, etc., such as one is accustomed to see in genuine marble. This is a marble dust product, expertly molded, which only close scrutiny reveals to be other than carved. Among the subjects is "Cupid and Psyche," and others which are equally unusual for a line of this character.

### IN NEW LOCATION.

Fred Beiswanger, New York agent for the Paden City Glass Co. and other manufacturers including the Colonial Pottery Co.'s line of dinnerware, has removed his salesroom to the Townsend Building, 1123 Broadway.

### THE REPUBLIC SPECIALTY CO.

Among the recent uptown removals was that of the Republic Specialty Co., who have located at 9 East Twenty-second street, just off Broadway. They have taken the parlor floor of an old Colonial dwelling house and with admirable judgment have preserved the home-like effect of the drawing room inside. The front has been changed by putting in a projecting show window, which permits of their window display being seen from a long distance. A door opens from the hall at the front into the office which has the appearance of a little

parlor. A partition separates the main showroom from the office. Here black shelving, canopied, extends to the rear to the folding doors of the back parlor. This rear room extends the full width of the house and is devoted exclusively to lamps, more than 100 patterns being shown. The main room is given over to cut glass, clocks, metal goods, talking machines and a big assortment of specialties. The whole display is good and the ware room is more than ordinarily attractive.

### FIXTURES FOR DISPLAYING CHINA AND GLASSWARE.

It has been said, and, quite truthfully, that goods attractively displayed are half sold. Nearly every progressive retailer has proved this to his entire satisfaction and those that have not should lose no time in getting acquainted with the benefit to be derived in increased sales from displaying their goods as attractively as possible. A special aid for the china and glassware merchant in showing his lines to the best advantage will be found in the brass and rubber covered easels, plate and plaque hangers in a large assortment of styles made by Max Kaufman, one of the leading manufacturers of this class of goods.

### B. GUNTHEL'S NEW QUARTERS.

Alfred B. Gunthel and John V. Storck, in charge of the business of B. Gunthel, importers of Val. St. Lambert ware, are now nicely settled in their new quarters in the old Crockery Exchange Building, 25 West Broadway, where they occupy Room 44. The place is spic and span in appearance, the walls and woodwork having been newly decorated in a two-tone cream color, while the concern's handsome display fixtures have all been refinished, which add materially to the freshness of the room.

### READY FOR BUSINESS.

Theodore Frankel, Wm. E. Doctor and Wm. R. Wray are ready for business in their new uptown showrooms on the eighth floor of the Mohawk Building, corner of Fifth avenue and Twentieth street. Their various lines are well displayed in a large and attractively decorated room fitted with glazed black finished wall fixtures and tables.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of January, 1917, compared with the same month in the preceding year, were as follows:

	1916	1917
Great Britain.....	\$127,378	\$183,244
Austria.....	11,123	
France.....	61,006	71,474
Germany.....	63,630	2,248
Japan.....	53,877	108,334
Other Countries.....	38,923	40,481
Total.....	355,937	405,781

FOR SEVEN MONTHS ENDING JANUARY.

	1915	1916	1917
Great Britain...	\$1,336,433	\$1,041,082	\$1,402,923
Austria.....	300,568	80,279	2,032
France.....	670,482	563,363	628,446
Germany.....	2,305,732	826,058	28,825
Japan.....	836,575	777,590	1,199,988
Other Countries	242,746	213,825	287,298
Total.....	5,742,536	3,502,197	3,549,512

TOYS.

	1916	1917
Germany.....	\$84,079	\$
Other Countries.....	57,116	97,641
Total.....	141,195	97,641

FOR SEVEN MONTHS ENDING JANUARY.

	1915	1916	1917
Germany.....	\$5,352,921	\$2,108,531	\$19,045
Other Countries	1,026,031	512,772	820,246
Total.....	6,378,952	2,622,303	839,291

GLASSWARE.

JANUARY		FOR SEVEN MONTHS E'D'G JANUARY		
1916	1917	1915	1916	1917
\$54,421	\$34,734	\$1,108,276	\$354,062	\$247,055

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

JANUARY		FOR SEVEN MONTHS E'D'G JANUARY		
1916	1917	1915	1916	1917
309	7,785	\$171,625	\$1,785	\$16,583

CHINA CLAY.

JANUARY		FOR SEVEN MONTHS E'D'G JANUARY		
1916	1917	1915	1916	1917
\$113,592	\$104,637	\$1,061,660	\$735,741	\$675,439

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JANUARY		FOR SEVEN MONTHS E'D'G JANUARY		
1916	1917	1915	1916	1917
\$16,463	\$3,496	\$330,386	\$113,425	\$150,949

HEAVY ARRIVALS.

NINETEEN vessels, with more than 100,000 tons of freight, arrived in New York this week and an unknown number at Baltimore and Newport News. These vessels brought several hundred packages of china and earthenware.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

J W Waldorph, hf, c, g, Hochschild, Kohn & Co, Baltimore. 230 Fifth ave.

E F Elmer, t, Besser's, Buffalo. Imperial.

M Kelm, t, Siegel, Cooper & Co, Chicago. 404 Fourth ave.

J McFarquhar, t, S Kann, Sons & Co, Washington. 432 Fourth ave.

G H Wood, c, g, Lowell. Imperial.

J Weisberg, hf, J York Co, Pittsburgh. B'way Central.

H Wagner, hf, N Frank & Sons, Ogdensburg, N Y. Hermitage.

F Montei, hf, G Fox & Sons, Hartford. 353 Fourth ave.

H Pund, hf, Wm R Moore D G Co, Memphis. 258 Church.

C Meyer, hf, L Fellman, New Orleans. 116 West 32d.

H J Atkinson, t, Almy's, Ltd., Montreal. 230 Fifth ave.

C Herman, hf, c, A Eisenberg, Baltimore. 404 Fourth ave.

R F Evans, hf, J N Adam & Co, Buffalo. 2 West 37th.

P C Fries, hf, Eric D G Co. 432 Fourth ave.

F D Garrison, c, hf, Sanger Bros, Dallas. 19 East 24th.

J W Waldorph, hf, Hochschild, Kohn & Co, Baltimore. 230 Fifth ave.

B E Taylor, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.

Mr Baxter, hf, The Shepard Co, Providence. 220 Fifth ave.



# H. A. MARSHALL,

REPRESENTING

**FOSTORIA GLASS COMPANY**  
**FLINT GLASSWARE** **DECORATED LAMPS**  
 MANUFACTURERS OF  
 CRYSTAL  
 AND OPAL



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GILLINDER & SONS INC.

SEASONABLE  
GOODS.

WRITE FOR PRICES.

PHILADELPHIA, U.S.A.

SANDWICH PLATE AND COVER.



CHICAGO:

318 Dickey Building.

New Designs, both in Shapes and Patterns, are now ready at the showrooms of

## JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,

Geo. Jones & Sons, Ltd.,

F. Winkle & Co., Ltd.,

Adderley's, Ltd.,

W. Moorcroft, Ltd.,

Stevens & Williams, Ltd.,

"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.



# East Liverpool Potteries Co.,

EAST LIVERPOOL, OHIO,

Announce the new location of their New York Office at

**No. 139 FIFTH AVENUE.**

Mr. Ed. A. Unger in charge.

Now showing complete dinnerware line, including several new exclusive designs. Also fancy, cable and hotel line in plain white.

Chicago Office, 180 N. Dearborn Street.  
CHAS. D. MCCHESNEY.

Philadelphia, Pa., 839 Market Street.  
NIXON & SEUBEL.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

## READY TO DELIVER.

IN these days when French china is a scarce commodity it will be welcome news for buyers to hear that the Mutual China Co., of Indianapolis, Ind., have in stock and ready to deliver various patterns of Haviland china. What they are may be learned by turning to their advertisement on page 8 of this issue.

## AN APT ILLUSTRATION.

AT the convention of furniture manufacturers held last week James Parton Haney, director of art in the high schools of New York City, in an address on the need of educating salespeople because they are the ones who meet the ultimate consumer cited as an illustration the following: A man enters a cigar store and looks at a big array of boxes of cigars. He sees none that are familiar to him but pointing through the glass says, 'That looks like a good smoke; let me see it.' The clerk lifts the box out and then brings out another box and remarks in a quiet, conversational tone, 'Here is one at the same price that is better made and I think you will like it.' Instantly the man says he will take it and lays down his money.' This procedure is just as applicable to a dinner set as it is to a cigar. The salesman can and does influence the buyer. If he knows his business he directs rightly; if he has no knowledge of the ware he either leaves the purchaser to his own selection or directs wrongly. Mr. Haney made the assertion that more than \$500,000,000 was spent last year in home furnishings, bought mainly by women who necessarily were not as a rule conversant with the art or manufacture of what they were buying. Consequently they were largely in the hands of the salespeople. How necessary then that people who sell crockery and glass to the ultimate consumer should know what they are talking about. To the credit of many buyers they are realizing that fact and are teaching their sales force, both by talks or lectures and reading articles on ceramics to them. If these buyers could induce their help to study at home and increase their knowledge about crockery and glass it would help a lot more.

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

## SITUATIONS WANTED.

IF you want an efficient cut glass salesman—I'm your man. Have specialized in selling this class of goods for several years and know the trade thoroughly. Prefer to travel through the West and South where I have a strong following. Address A 125, this office.

## FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address Otto, this office.

## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	W. H. Grindley & Co.
The MARENGO,	"
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted,	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	"
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	"
The MEISSEN CHINA (Dresden) Blue Onion,	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

Stock Patterns which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, MAY 3, 1917.

## THE CONDITION OF BUSINESS.

**New York** Dull business among the importers continues. Of course, this is to be expected, as buyers are few and most of them have placed orders fully up to the measure of their needs. Mail orders continue to arrive in fair volume, but for comparatively small amounts. Arrivals of foreign goods have been meagre for the last week, but invoices received by mail would indicate that some good shipments are on the way. The local agents for domestic wares have found a slight falling off in business and trade is dull compared with what it was a month ago.

Domestic potters are still getting orders, but they are not as large as has been the case recently.

The glass men are getting a fair share of business, staples being in good demand and some classes of specialties are in good request. The action of the Agriculture Department in requesting conservation of containers and inquiries as to the probable production of fruit jars, jelly tumblers and other packages suitable for preserving fruits and vegetables with a hint that some factories may be taken over by the Government, has caused some additional business, and there is an evident intention on the part of buyers to get as much glassware under their own roof as quickly as it can be done.

The retail trade is undeniably dull. Not only has the prospect of active participation in the war had its effect, but unseasonably cold and wet weather has had a marked influence on buying. Many travelers who have been scouring the country are coming home and it will not be long before the spring season is closed. A month ago the prospect of a big season at the seaside

resort was great. Within the last two weeks there has been a little hesitation on the part of some people to engage accommodations in the popular resorts along the coast. Some of the itinerant merchants who frequent these places have shown a disposition to hold off from buying crockery and glass. We do not believe that this condition will last. It is not at all likely that Atlantic City or Asbury Park would be shelled, even if Germany could send ships here to do it. They are unfortified places not subject to attack. Three or four good hot days would change the feelings of a good many people who are hesitating about migrating to the seaside.

The factories are beginning to feel the loss of men by enlistments. They are badly enough off as it is for want of labor, and when the conscription act is put in force the working forces will be depleted to a considerable extent. The action of the glass manufactories in endeavoring to have the child labor law modified or suspended during the war is timely. Awakened by an editorial in these columns three weeks ago, energetic measurers have been taken to bring about this result. The potters have yet made no concerted move. They need boys and girls as much as the glass men and they ought to assist their fellow manufacturers in the glass line to the extent of their powers. The labor unions will be helping themselves if they, too, will join in the movement. Many of the members of the union have children of their own and by allowing them to learn manufacturing at an early age they will keep the ranks of workers filled.

A big fall business is assured. The United States



Government has determined to spend seven billions of dollars. This is almost an inconceivable amount, but almost every cent of it will be spent in this country. The loans to the allied forces will be used to pay debts they owe here. A large proportion, however, will be used for munitions of war for our own troops. With that amount of money in circulation every kind of business will simply boom.

#### East Liverpool and Vicinity

While orders with the pottery manufacturers continue active, the shortage of raw materials is still hampering production in some plants. The general demand for ware is strong, and buyers are not arguing the question of prices, if they can secure deliveries. The car shortage continues to be a stumbling block in the path of the manufacturing potters, both with reference to receipt of materials and shipping of the finished product. Dinnerware is in heavy demand, and the higher priced patterns appear to have the leading call. Large buyers want merchandise, and are writing all factories, soliciting information as to possible time of shipments should new business be placed.

#### Pittsburgh and Vicinity

While there may be a slight falling off in demand for some items in glass, staples are in heavy request, and some lines are sold up for months ahead. Lamps are slow, and it is hard to get metals for assembling parts. Blown ware continues very active, and prices are firm. Manufacturers are having their usual line of troubles this season of the year with their small help going on strike. Such action is holding up production. The freight car situation shows only slight improvement, and some embargoes are still in effect. Raw materials are in slow receipt, and manufacturers are willing to take all they can obtain at almost any price.

#### FONDEVILLE & VAN IDERSTINE DISSOLVE.

THE firm of Fondeville & Van Iderstine was dissolved on April 30 owing to continued ill health of Harry Van Iderstine, and a new firm was started on May 1 under the name of A. J. Fondeville & Co. The new members are F. A. Hecker and F. Gibson, who have been employed for many years by the concern.

A. J. Fondeville began his business career with his father in 1887 manufacturing lamp shades. In 1890 he left his father and for a year was in business for himself. Later he was in partnership with L. D. Bloch & Co. In 1897, after parting with Mr. Bloch, he associated himself with Mr. Van Iderstine. In the twenty years they have been together they have made an enviable reputation.

Mr. Van Iderstine began his career with Forester, Burgei and Friedlander, importers, an old time firm. He left them to join Mr. Fondeville and the new firm were agents for a time for the Trenton Lamp Co., which they afterwards bought and ran for a long time. Glassware and pottery were added to their lines and they were prosperous from the start, handling French china, earthenware and glassware. Some years ago they added English crockery and more recently took on the lighting glass line from the Hocking Glass Co.

It was a very generous act on the part of Mr. Fondeville to take into his firm two of his employees. They have been faithfully efficient and their worth has been recognized. His friends in the trade will be sorry that Mr. Van Iderstine's health has caused his retirement, but a few months' rest will put him on his feet again.

#### THE LOUIS CRUVEILHER FUND.

May 1, 1917.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: I take the liberty of using your paper to inform all the kind people in the French and English china trade who subscribed to the fund handed to Louis Cruveilhaer before his departure for France as a tribute of our esteem and love for France and all she stands for, that I am in receipt of a letter from Mr. L. Bernardaud of Limoges, dated April 12th in which he states that Louis Cruveilhaer duly arrived in good health and full of enthusiasm after the kindly reception he had received while visiting this country, and that he immediately left for his regiment after spending only half a day in Limoges.

Upon his arrival, Mr. Cruveilhaer after consulting Mr. Bernardaud thought that the very best use to be made of the money subscribed would be to alleviate immediately the suffering of some widows and mothers personally known to him who had their husbands or sons recently killed at the front, and Mr. Bernardaud was kind enough to investigate thoroughly the most interesting cases and to make a first distribution of over fifteen hundred francs to the most needy ones. In the list I have received from him, there is for instance, a poor widow supporting her father and mother who had five sons killed since the beginning of the war. One hundred francs were allotted to her.

Many other cases consist of women left destitute with little children who are unable to earn sufficient money to take care of them. While the French Government helps these good people to a small extent, but still inadequately, owing to the numberless cases to attend to, it will be readily understood, therefore, what a splendid form has been adopted for the distribution of the fund.

After taking two hundred francs to the front to help some of the friendless soldiers, it still leaves in Mr. Bernardaud's hands a sum of nearly twelve hundred francs which will be handed from time to time to the neediest people.

I am sure that all those who have been kind enough to subscribe to the Cruveilhaer fund will approve of my sending to Mr. Bernardaud an acknowledgment of his letter, stating that what has been done meets with our full approval. I take this opportunity to thank most sincerely all the kind people who have helped in this good work:

Yours very truly,

J. H. VENON





## Pointers for Buyers.



Where Live Merchandise May Be Obtained.  
 Tips to Dealers Looking for Ready  
 Sellers.

### ENGLISH CHINA AND EARTHENWARE FROM STOCK.

The record in shipments maintained in 1916 by Maddock & Miller, sole agents in the United States and Canada for John Maddock & Sons and the Worcester Royal Porcelain Co., in the face of abnormal conditions existing in Europe, was nothing short of remarkable. But thus far in 1917—when there are still greater obstacles to be overcome—that record is being maintained to a gratifying degree, with the result that the concern has been enabled to take excellent care of their customers' wants in both English china and earthenware from stock. Aside from this they are showing an extensive array of designs, which are replete with many new ideas in decorative treatments that are creating more than the usual amount of enthusiasm at their salesroom.

### COOKING WARE THAT CAN BE GUARANTEED.

The dealer who is interested in stocking a line of cooking ware that will build a business up for him in this class of goods should investigate the merits of "Petrosan," a ware made by the Ohio Pottery Co., Zanesville, O. It embodies several unique features that put it in a class by itself, and also make it one of the most satisfying combination cooking and serving wares on the market. It is a line that can be guaranteed with impunity as it never fails to "stand up" under every test. It is absolutely fire-proof, non-crazing, leadless glazed and sanitary, and by its unique and novel orange color imparts an added zest to food served in it. The line may be seen in New York at the salesroom of the E. W. Hammond Co. or at the establishment of L. Straus & Sons.

### SALES RECORD BEING MADE IN THESE EMBLEMS.

The Lancaster Glass Co., Lancaster, O., have established an enviable reputation for their animal studies and other glass novelties which began with the life-like little bull dog and now embraces a long list of all kinds of animals, birds, etc. Their latest addition, the "American Eagle" is the most interesting of the lot, not because it is better, but because it is the national emblem and comes at an opportune time, when people are eager to have something that is indicative of the

patriotic feeling that is found in the heart of every true American. This little item, which is beautifully made and colored as well as the "French Bull Dog," the "British Lion" and the "Russian Bear" is making sales records in every store where it is shown. Further information may be obtained from the New York representative, Frederick Skelton, or from the factory direct.

### A RECENT REMOVAL.

The Frederick B. Hayden Co., dealers in lighting specialties who occupied the store floor at 55 Murray street, removed on Wednesday to 38 Murray street, where they will have the first loft of the building. The concern was forced to move from the present quarters as the owners of the property have leased the whole building to one party.

### A CHARMING DECORATION.

Kennard L. Wedgwood has on exhibition this week one of the most charming decorations on china that has ever been shown in this market. The pieces are for table centers, and consist of comports, fruit plates, fruit bowls, candlesticks, etc. The ware is fluted with a gilded and embossed laurel edge. The centers are hand-painted designs and there is just enough gold on the flutes to show them to advantage. The whole design and treatment is ideal. Some new rail plates are also shown which are reproductions of patterns in vogue away back in the period from 1820 to 1850. They are heavy designs in strong colors, but are surely attractive and bid fair to be as popular as they were in the long ago. One pattern is taken from the Paisley shawls which our great-grandmothers wore. Some new shapes in embossed queensware, candy boxes and pierced basket work are also put on view for the first time.

### IN NEW QUARTERS.

It is all hustle and bustle this week with the E. W. Hammond Co., Max. Hirsch and Herman Kashins, who removed on Tuesday to their beautiful new salesroom on the second floor of the Le Boldt Building, 2-10 West Twenty-third street. The work of installing fixtures, decorating, etc., is being rushed with all possible speed, and judging from the progress already made

another week or ten days will see everything in ship-shape order.

#### "SHERATON" PATTERN IN STEMWARE.

That the United States Glass Co. does not let the stacks of orders on their files interfere with their creation of new designs is seen by the frequent addition made to the line at the New York display room. The newest item received by local manager Ed. Craig cannot help but prove of the greatest interest to buyers looking for something really and distinctively smart in stemware. The beautifully proportioned shape could not be improved upon, while the acid cut "Sheraton" decoration is one of the daintiest conceptions seen in many moons. Words fail to convey any idea of the beauty of the pattern. Our advice to the buyer who does not want to miss something good is to see it at his first opportunity.

#### GONE UPTOWN.

On Wednesday manager John Nixon completed the removal of the extensive sample line of the Fostoria Glass Co. to the concern's new uptown salesroom, 141 Fifth avenue, corner of Twenty-first street, where they are being rapidly arranged in their handsome surroundings provided in the new place.

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### AT CHICAGO.

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THE weather, which has been unseasonable for trading during the past week, cut down the volume of retail crockery and glass business to some extent. Representatives of the factories report a fairly good volume of trade, but the close of the month was by no means as good as its beginning. The orders which are being placed are for the most part small. The spring business in dinnerware sets is flourishing, and the patterns offered for sale in the stores show a variety which is surprising in view of the present conditions. The placing of stock orders has about ended, although occasionally a buyers drops into the city for that purpose.

C. E. R. Roehling, of Pitkin & Brooks, was out of the city on business during the latter part of last week.

Howart Fry, of the H. C. Fry Glass Co., Rochester, Pa., was in the city on business last week.

Walter G. Minnemeyer has been appointed permanent chairman of Elk's Large No. 4 publicity committee.

"Clean Up and Paint Up Week" was celebrated here with a resultant heavy purchase of dinner sets, hand-painted china, and ornamental pottery. The Boston Store reports a remarkable business in beer steins during the week. Also, the amount of moving in the

city was greater this spring than last, and it is expected that the retail sale of both crockery and glassware will be stimulated in consequence.

Since the declaration of war the manufacture of flags has come to be quite a side-line with a number of factory representatives here. As a rule, they do not want it mentioned, since it is only a temporary side-line with them. The orders are numerous, but the difficulty is in getting the goods.

David Saunders will leave this week for New York where he will call on the trade.

W. E. Hunter, of the Economy Tumbler Co., who has been in the city for several days past, has returned to the factory.

W. T. Darden, of W. T. Darden & Co., Palmer House, left last week on a trip to Wheeling, W. Va., and the potteries, including those of the Carrolton Pottery Co. and Warwick China Co., which he represents here. From the potteries Mr. Darden will go to Washington, D. C.

The Federal Glass Co. moved their Chicago branch on May 1st to the Tower building.

Howard Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., has returned to the factory after spending several days in the city.

W. S. Kelsey, formerly with the Corning Glass Co., of Corning, N. Y., was in the city last week. He will probably remain here for several days, until he decides which of several offers of new positions he will accept.

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### DEMOREST & CO.'S ATTRACTIVE SALESROOM.

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A VERY agreeable surprise awaits the visitor to the new salesroom of Demorest & Co., New York representatives for the Co-operative Flint Glass Co. and other lines in the Presbyterian building, 156 Fifth avenue, where the concern occupies a suite of rooms on the fifth floor. When planning the place W. A. Demorest, head of the concern, endeavored to avoid that cold, inhospitable atmosphere that is often felt in a wholesale wareroom and he has been most successful in achieving his purpose, for the instant one enters there is an indisputable atmosphere of welcome and comfort that is extremely pleasant. The walls are decorated in a deep cream color with an embossed wainscoting in a pretty shade of brown. The room is given a very brilliant effect by the lavish use of mirrored fixtures and tables, which are arranged in a most tasteful manner. Handsome new oak desks and other office furniture complete the attractive equipment of the place.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Surprising as it may seem, a fair volume of business is being offered some of the larger pottery manufacturers in this district for export. These inquiries come from South and Central America, Australia and the Philippines, as well as Africa. But our manufacturers are unable to accept such business because of the heavy domestic consumption.

\* \*

Announcement was made here this week by Charles Coburn, of the George H. Bowman Co., Cleveland, O., that W. S. Burford assumed the office management of the Summit China Co. May 1. Mr. Burford was for some years manager of the East Liverpool Potteries Co.'s plant here. He left that company January 1 to go with the Bowman Co., Cleveland. He succeeded Roy A. Colclough at the Akron office.

\* \*

Joseph Davis, who has finished a western trip in the interest of the Knowles, Taylor & Knowles Co., has been spending the last ten days in eastern territory covering the section formerly looked after by Mr. Nevin. The latter is kept close to his desk at the pottery office.

\* \*

Local pottery manufacturers admit that the passage of the selective draft bill by Congress will, in time, be felt in the pottery industry. Quite a few of the young pottery workers have already enlisted, and at the first sign of real fighting more will respond to the call.

\* \*

John Hall, formerly of the sales department of local and Sebring, O., potteries, has been spending a season here visiting friends.

\* \*

The East Liverpool Potteries Co. is making a special feature this season with its "Classic" dinner shape. Of late several exclusive patterns have been adopted. The plant is doing a heavy business on plain white hotel ware just now.

\* \*

Some pottery manufacturers in the western district are not accepting any business for fall delivery at any price, except upon the sole condition that the prices pre-

vailing at the time of shipment will be applied to all invoices. Many of the local plants have from four to six months business on file now. In several instances 40-plus is being added to the base of invoices, and not a few buyers anticipate a change upward before the year is over.

\* \*

Once in a while a decoration is brought out on pottery that seems to meet an immediate demand, and has merit sufficient to make it grow in popularity. Such has been the history of the "Bluebird" pattern of the Knowles, Taylor & Knowles Co., which was brought out by that firm a few years ago. It has had a heavy sale, and the demand continues strong to-day.

\* \*

Flag raisings continue among the potteries and last week the Colonial Co., East Liverpool, and the National China Co., Salineville, O., held impressive ceremonies.

\* \*

James A. Copperstone, salesman for the Vodrey Pottery Co., has been spending this week at the home office.

\* \*

A certain eastern buyer came into the market a few days ago and made frequent attempts to buy "R K" ware at any price, but was unable to even secure a quotation.

\* \*

Among the buyers visiting the district here during the last few days were Morris Bergman, of New York; Ed Wild, of Wild & Rohn Co., Milwaukee, Wis.; A. S. Baker, with Gimbel Bros., Philadelphia, Pa.; Mr. Leonard, of H. Leonard & Sons, Grand Rapids, Mich. Each of these buyers was anxious to secure quick action on orders that have been on file, and all intimated that merchandise was wanted badly.

\* \*

The regular monthly meeting of the Potteries Club was held in Pittsburgh the evening of April 26, and it was one of the most important sessions so far held. During the day a special committee was in Pittsburgh conferring with coal and gas interests with reference to the erection of the Mammoth Gas Producers' plant in

this district. A detailed report was made at the meeting and additional plans are to be worked out before the next gathering.

\* \*

The fuel situation at the pottery district was so bad and unsatisfactory during the past winter that something must be done if steady operations are to be had during the coming winter.

\* \*

W. E. Wells, of the Homer Laughlin China Co., addressed the pupils of the local high school last week. His subject was "High School Volunteers for Farm Work."



The Southern Potteries Co. is in operation from the slip house to the decorating department and the ware produced is very satisfactory. It has created considerable comment among some of the largest buyers in the country. They claim that they are making as good semi-porcelain as is made anywhere in the United States. They are making two full lines of dinnerware, one of plain shape and the other fancy, in sets and open stock, and are having a very satisfactory trade. They expect to add a few pieces to these lines as the trade requires, but do not expect to make hotel ware for the present. They have not as yet had trouble in obtaining raw materials, as they are close to the mines and have been able to get cars. J. W. Mackey, for the last four years a salesman for the Edwin M. Knowles China Co., East Liverpool, has resigned and has assumed charge of the sales department of the company.

#### INCREASED SUPPLIES.

LAST week many packages of earthenware and china came from Europe and it is said that there are many more awaiting shipment. England, in spite of the war, has been turning out more and more crockery. The production last year was tremendous and, while less than the normal quantity was sent to America, shipments to her colonies were fully up to the mark.

As soon as the drain on the operative potters was felt new men were put in training. These new operatives are now in a position to turn out work and are doing it. If it were possible to get vessels to bring the ware over the importations would soon be up to what they were before the war.

#### EARTHENWARE FROM STOCK.

It will be glad news to buyers that Kinney & Levan, Cleveland, O., have a splendid stock of Doulton's English earthenware and can ship at once. The pattern offered is the "Old Leeds Sprays," one of the most popular and quick-selling patterns ever offered. The design shows old-fashioned flowers on ivory background with a green line on the edge. The illustration on our cover page gives an excellent idea of the shape and pattern.

#### UNUSUAL OPPORTUNITY TO SECURE GOODS.

THE Royal Copenhagen Porcelain Co. calls attention in their advertisement on another page of this issue to the arrival this week of one of the largest, as well as one of the most attractive, shipments of Royal Copenhagen Porcelain and Copenhagen Art Fayence that have reached these shores in a long time, and which is now on exhibition at the concern's salesroom, 256 Fifth avenue. Like all imported wares these goods have been difficult to procure and the news of this shipment will undoubtedly be welcomed by dealers all over the country. The importation includes such interesting items as Copenhagen blue fluted dinnerware, vases, animal studies, etc., as well as a varied list of unique decorations and items in Fayence ware, among them being tea sets, luncheon sets, flower holders, lamps, vases, plaques, etc. This line is always in great demand for summer homes and invariably proves an especially big seller at this season of the year. As a gift shop proposition there is nothing to surpass it in goods of a similar character.



ATTRACTIVE ITEMS IN COPENHAGEN ART FAYENCE.



## BOSTON BUSINESS NOTES.

TRADE is "spotty" and there is not much doing any way. This is an "off season" just now and the war furnishes the finishing touch, along with the difficulties of securing deliveries. Most of the jobbers and commission men have more orders booked ahead than they expect to get filled for several months and so are not going out and hustling very hard for more. Of course, there are certain lines in which men are looking for business and as a rule they are finding plenty of it. Buyers have been in town in larger numbers than a week ago despite the general situation. Retail trade is about "medium" as they say of the steak when it is neither well done nor raw.

J. Wildy Chaput, buyer for James Levi & Co., Dubuque, Ia., has accepted a similar position with the Harry & Mowry Co., Woonsocket, R. I. Mr. Chaput began his career in the trade with A. G. Pollard Co., of Lowell. Later he went with Porteous, Mitchell & Braun Co., Portland, Me., and before taking the place in Dubuque he was with Trask, Prescott & Richardson Co., Erie, Pa. He has a great many friends all through New England and they will be mighty glad to have him back here once more.

The department stores are beginning to feel the loss of some of their valuable men who are entering the different branches of army or navy service, or responding in other ways to their country's call. It is expected that if the war lasts more than a few months so that a large army has to be organized the shortage of workers will prove serious.

Mitchell, Woodbury Co. are almost ready to open their new basement salesroom, the stairway from the first floor having been completed. This store, which has been undergoing changes and improvements in the arrangement of the floor space, the fitting up of new display rooms and the keeping right up to date in other ways, is able to show improvements of some sort to any one who visits it from week to week. Robert W. Corey will start May 6 for a three weeks' trip, covering New York, Philadelphia, Washington and Chicago, for the company.

Harry Wheeler, who was with the late H. B. Hollis for several years, will handle Mr. Hollis's line at the same sample rooms.

A. B. Smith, president of the L. J. Sherwood Co., of Caribou, Me., who was here this week, had an interesting story regarding business in Aroostook County. Mr. Smith said that the potato crop proved so valuable that almost everyone has plenty of money and some have more than they have ever dreamed of, so sales are good and what is better, it's cash down or quick time payments. There must be a lot of merchants who

would welcome potato crops like this one in northern Maine.

"Tom" McCormick undoubtedly is one of the best natured men in the crockery trade in New England and he is chock full of reminiscences good enough to grace the pen of an O. Henry.

"Tom" Maguire, traveling salesman for Louis Wolf & Co., is back from a trip through western New England.

Among the gifts to the \$100,000 fund for helping the Franklin Square House were the following: A. Stowell & Co., \$200; Mrs. Samuel P. Mandell, \$250; and Yamanaka & Co., \$25.

Those in the trade who belong to the Chamber of Commerce should not forget the annual meeting, to be held May 15. Polls open from 11 a.m. to 2 p.m. and meeting is called for 1:30 o'clock.

John Shepard, Jr., head of the Shepard Co., Providence, and Shepard, Norwell Co., Boston, was recently tendered a banquet in the Colonial Restaurant. The executive officers and managers were in charge. A special train brought the Providence delegation. Mr. Shepard, who had just returned from spending the winter in the South, was given a royal greeting.

The Jerome Jones residence at 101 Summit avenue, Brookline, has been sold by Theodore Jones and the Boston Safe Deposit and Trust Co., trustees of the estate of Jerome Jones, late of Jones, McDuffee & Stratton Co., to J. S. Draper and M. T. Dowling. There is a brick mansion and stable, with 80,000 square feet of land, all assessed for \$43,600.

Among the visitors here during the week were: Oscar Davis, with J. R. Libbey Co., Portland, Me., and Henry Martin, with the Barton Co., Manchester, N. H.

## CANADIAN IMPORTS.

THE imports into Canada of china, porcelain and white granite for the nine months ending December, 1916, amounted to \$1,341,822. Of this the United States sent \$71,243, the United Kingdom \$984,568, France \$80,285 and Japan \$176,997. The imported dolls and toys were valued at \$815,227. Of this the United States sent \$552,979, United Kingdom \$94,483, France \$18,983 and Japan \$148,399. The importations of enameled ware were valued at \$254,211, of which \$250,658 came from the United States and from the United Kingdom \$3,444. Lamps of all kinds amounted to \$909,417, of which \$631,359 was from the United States.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 3, 1917

THE Interstate Commerce Commission has granted the railroads permission to advance rates about fifteen per cent from June 1. Though no one wants to pay more, yet, if the raise will mean better service and quicker deliveries, the advance will be accepted with good grace. If the moving of freights is not accelerated shippers will have good reason for their opposition.

### BEARING FRUIT.

THE editorial published in our issue of April 12 and taken up by James M. Beatty, of the Federal Glass Co. is bearing fruit. The glass men are alive to the situation and are working hard and with prospects of success in getting the labor laws modified to allow children under sixteen to work in the factories. Now let the potters join them and both in turn with the other industries, which since the publication of that editorial have taken the matter up. The proprietors of the canneries are hot on the trail. Let the move be universal and the labor situation will be relieved. The mawkish sentiment that boys under sixteen are injured by work is nonsense. Every successful glass manufacturer began life as a "carrying in" or "water boy" and many of them have lived on an average as long as men in other vocations.

These sentimentalists do not object to boys doing

farm work. Raking hay under the burning sun with a temperature of 120 degrees is far more strenuous than any work done in a glass factory or pottery.

### BACK TO THE FARM.

THE Merchants' Association which is doing so much good work for our city has taken up the question of the food supply and has sent out a circular asking the co-operation of employers in providing employees for farm work. In this circular it is proposed that as there are many able bodied men in the factories born and raised on farms that they enlist in the "Patriots' Agricultural Defense Service" and agree to give their vacation time to work on the farms. It is proposed that employers agree to give the men a vacation of from two to four weeks with a satisfactory arrangement about wages and hold their positions open. The men are asked to work for a dollar a day on the farms provided their transportation is paid. This is a good scheme and if carried out will furnish an army of men to make and harvest the crops and thus avoid a possible famine. All employers are urged to give this matter consideration.

### SHORTAGE OF LABOR.

EVERY possible effort is being put forth by the glass manufacturers through the Glass Association of Pittsburgh to have certain labor laws amended, so as to relieve the present shortage of help in both pottery and glass factories. This was brought to the attention of the association by M. G. Bryce, of the United States Glass Co., who became interested in the letter recently published in this journal from J. M. Beatty, of the Federal Glass Co., Columbus, O. In a statement this week, John Kunzler, of the Glass Association said: "We have taken this matter up with every member of our association, and the manufacturer in turn has been urged upon to bring the question immediately to the attention of the Chamber of Commerce of their town, city and State. In a short time, this will also be brought to the attention of the National Chamber of Commerce, and the body will be in a fortified position to take the matter up with the Federal Administration. There is no denying the fact that there is an acute shortage of help in glass factories, and I understand the same condition obtains in the potteries. Relief should be obtained, and the right channels must be followed to secure ultimate results."

A step in the direction of relieving the shortage was taken at Albany this week when the Senate passed a bill allowing school children to engage in agricultural pursuits between April 1 and November 1.





## PERSONAL.

**L**AST Tuesday, Ed. Craig, manager of the New York office of the United States Glass Co., and Mrs. Craig moved from the city to their beautiful new home at Kew Gardens, L. I., which had been under the course of construction for several months past. It is said to be one of the best products of good taste in architecture and modern building to be found in this exclusive residential section, which is not surprising to anyone who is fortunate enough to know Mrs. Craig, under whose supervision the plans were drawn.

G. Wm. Sell, of the Krantz & Sell Co., Honesdale, Pa., made a brief visit to the city last Saturday to take up some special matters with the factory's local agent, Wm. D. Finke.

J. Wolff, who has been assistant in the china and glassware departments of the J. B. Greenhut Co. under Thos. F. Stackpole for the past year, resigned his position last week and leaves the concern this Saturday.

Isidore Klenert, formerly buyer for the Dorsen Co., who conducted the housefurnishing department in the establishment of M. Rich & Bros. Co., Atlanta, Ga., and who is remembered here as buyer for the Fourteenth Street Store, is now engaged in the same capacity with the L. Bamberger & Co.'s store, Newark, N. J., having assumed his duties with the firm on Monday of this week. The above department as well as the china and glassware departments are merchandised by W. G. Benedikt.

John H. Nixon, son of John Nixon, New York representative of the Fostoria Glass Co., who has been at an agricultural school in Canada, is in New York on a visit. He expects to do farming somewhere in Canada this summer.

Milton Hill, a young man in the New York office of the United States Glass Co., enlisted in the Twenty-third Regiment of the National Guard last week. Mr. Craig and the others feel proud of the young man—he is only eighteen—that he did the act promptly and unostentatiously.

For no other reason than that he felt like coming East, Leo. Himmelstern, the popular dealer in San Francisco, arrived in New York on Monday. He was almost a month in the glass and pottery districts in the West. His mission was to hasten shipments. He will only be in New York a few days. He is looking par-

ticularly well and his friends here wish he could give them as much time as he did the factories.

Chas. Hass, formerly with S. & G. Gump, but now with Raphael Weill & Co., San Francisco, is expected in New York about May 10 in the interest of his firm.

Phil. Schaeffer, with Adam, Meldrum & Anderson Co., Buffalo, arrived in New York on Monday. His headquarters will be at 230 Fifth avenue.

E. H. Touhill, with the Mitchell, Woodbury Co., left New York for Boston Wednesday night. Monday next he will start on his regular route to be gone an indefinite time.

Sanford L. Ehrlich, who is familiarly known to his many friends as "Sandy" and who formerly traveled for the McKee Glass Co., is now New York representative for the G. H. French Co. and the W. S. Blackinton Co., silversmiths. He maintains an office and salesroom in the Marbridge Building, Thirty-fourth street and Broadway.

Dr. Casey, president of the Guernsey Earthenware Co., Cambridge, O., was again in New York on Monday suffering from a severe cold. That was bad, but not as bad as the worry he is having trying to satisfy his customers. He was booked to leave for home Thursday night.

Business with Max Hirsch, New York representative for the Buffalo Mfg. Co., has grown to such proportions that he was unable to look after it alone, and in consequence has engaged his brother, L. H. Hirsch, to assist him in calling on the trade. The latter has been identified in a sales capacity with a concern in Seattle, Wash., for the past three years and comes here with a reputation for knowing all the tricks of the trade when it comes to selling goods.

E. W. Hammond returned last Thursday from a ten days' trip to the factory of the Clay Casting Co., New Cumberland, W. Va. One of the things he accomplished while away was to institute a new method of clay casting which proved so highly satisfactory that it is being generally adopted. The casting process is simplified to such a degree by the application of Mr. Hammond's idea that it promises to revolutionize the business.

The position of assistant buyer in the china and glassware departments of the Gimbel Bros.' store has at last been filled. Lee Schoenthal, manager of the department, having selected Leon C. Moses for the place left vacant some time ago by the resignation of Leon Anthony. Mr. Moses was formerly buyer for the Kaufmann-Baer Co., Pittsburgh, and has the reputation of

having a thorough knowledge of the business. He will undoubtedly prove a valuable aid to Mr. Schoenthal.



Donald M. Miller, southern traveler for Maddock & Miller, is now a member of the New Jersey militia, having enlisted in the service the first of the week. He is now encamped at Trenton and will probably be stationed at some other part of the State soon.



Fred D. Swasey, of E. Swasey & Sons, Portland, Me., is a visitor in the city this week making purchases for his concern.



S. S. Stratton, the only surviving member of the original Jones, McDuffee & Stratton, was in New York on Friday for the day only. He has been visiting his daughter in the South and took a look at New York on his way home to Boston.



Mrs. Frank Hutton, daughter of F. W. Woolworth, was found dead in her room at the Hotel Plaza on Wednesday. Death was due to a chronic ear disease, which resulted in the hardening of the bones, causing suffocation.



M. L. Sexton, who years ago was in the crockery business in Topeka, Kan., died on April 20, aged eighty-seven. He retired from business in 1897.



George Guest, who buys housefurnishings for the Jordan-Marsh Co., Boston, was in New York two or three days the early part of the week.



David Poliner, who has been in charge of the basement china and glassware departments of Gimbel Bros.' store, has resigned his position with the concern to go in business for himself. Alex. Hanau, who has been connected with the departments for several years past, has succeeded Mr. Poliner.



Other buyers in town this week were: J. W. Horne for Kaufman's Department Store, Pittsburgh; L. D. McCarthy and J. West for the Stewart D. G. Co., Louisville; A. A. Brenton, with Shartenburg & Robinson, New Haven; F. E. Gavist, of H. B. Gavitt Co., Westerly, R. I.; A. A. Hall, with Hutzler Bros. Co., Baltimore Md.; J. Williams, of J. Williams Co., Albany, and C. D. McCormick, with Halle Bros. Co., Cleveland.

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#### ANNUAL OUTING.

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ON June 9 the Budde & Westerman employees will hold their annual good time (commonly known as "Our Own Outing") at Schotteman's Park, Queens, L. I. There will be prize bowling, baseball and other games, and a good dinner.

#### MONTHLY SUMMARY OF IMPORTS.

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THE importations of earthen, stone and chinaware for the month of February, 1917, compared with the same month in the preceding year, show the following losses: Austria \$10,792, Germany \$88,879 (Germany and Austria together \$99,671), France \$34,186, Other Countries \$12,456; while Great Britain gained \$18,066 and Japan \$25,619, making the total show a net loss of \$102,628.

For eight months ending February, 1917, compared with the corresponding period of 1915, the losses were: Great Britain \$572, Austria \$361,158, Germany \$2,401,929 (Germany and Austria combined \$2,763,087), France \$41,614. The gains were: Japan \$405,389 and Other Countries \$45,008, making the total loss compared with 1915 of \$2,354,876. Compared with the eight months of 1916 Great Britain shows a gain of \$479,907, France \$30,897, Japan \$348,017, Other Countries \$61,017; while Austria lost \$89,039 and Germany \$886,112 (Germany and Austria \$975,151). The combined total compared with 1916 shows a net loss of \$55,313.

The importations of toys for the month of February show a decrease of \$79,617 for Germany and an increase of \$45,033 for Other Countries. For the eight months compared with 1915 Germany shows a loss of \$5,501,759, and Other Countries \$160,937. Compared with 1916 Germany lost \$2,169,103, while Other Countries gained \$351,507.

In glassware the importations fell off \$21,860 for the month of February, and for the eight months \$960,685 compared with 1915 and \$128,867 compared with 1916.

Hydrate of potash containing not more than 15 per cent of caustic soda shows an increase of \$11,750 for the month, and for the eight months lost \$160,801 compared with 1915 and gained \$26,548 over 1916.

China clay shows a deficit of \$27,667 for February, \$383,894 for the eight months compared with 1915 and \$87,969 compared with 1916.

Articles of metal enameled or glazed with vitreous glasses show a decrease of \$18,453 for the month, and \$223,496 compared with 1915, but gained \$19,071 over 1916.

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#### MANGANESE ORE.

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THE marketed production of manganese ore in 1915 was 9,709 long tons, valued at the mines at \$113,309, compared with 2,635 tons, valued at \$27,377, in 1914; 4,048 tons, valued at \$40,480, in 1913; 1,664 tons, valued at \$15,723, in 1912, and 2,457 tons, valued at \$24,586, in 1911. The imports of manganese ore for consumption were 320,778 long tons, valued at \$2,655,980, against 283,294 tons, valued at \$2,024,120, in 1914; 345,090 tons, valued at \$2,029,680, in 1913, and 300,661 tons, valued at \$1,769,184, in 1912.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

An action in equity has been entered in the Common Pleas Court here by the Macbeth-Evans Glass Co., of this city, against the United States Glass Co. and one against the Tarentum Glass Co. The Court has not listed the actions for hearing. The bill of complaint is composed of twenty-eight printed pages and seeks the accounting for royalties alleged to be due the plaintiffs by the defendant companies because of a certain line of lighting glassware. This glass is known as "Semi-translucent illuminating glass," and a formula for making the ware is given as the exhibit. A copy of the agreement between the plaintiffs and the defendants is also given. President M. G. Bryce, of the United States Glass Co., gave the following statement bearing on this action in equity: "The suit of the Macbeth-Evans Glass Co., against this company is on account of a contract we have with them to pay them a certain royalty on any glass we manufacture and sell which comes under a patent owned by them, covering 'Alba Glass.' We have been making this glass for sometime and have paid royalty on all of it that we have made, but also make another glass, which, while similar, is entirely different and does not come under the patent that they hold. They think we should pay royalty on all the glass of that character that we make. Mr. H. M. Brackenridge of the Tarentum Glass Co. when seen at his office in the Parke building here in reference to the above-mentioned suit said: "The Tarentum Glass Co. heartily concurs in the statement issued by Mr. Bryce. We expect to file our answer in court very soon."

Among the buyers visiting this district of late were the following: Charles Lang, of Kinney & Levan, Cleveland, O.; Mr. Leonard, of H. Leonard & Sons, Grand Rapids, Mich; Will Casey, with McDonald Bros., Minneapolis, Minn.; Mr. Zabel, of W. C. Zabel & Co., Youngstown, O., and D. W. Laughlin, French Lick, Ind.

Small help employed in the glass factories at Jeanette, Pa., went on strike a few days ago, and crippled

production in the factories in that district. The boys want more money. This strike is one of the most untimely ever noted in that district. It was only a few days ago that a strike of the small help at the Rodefer Glass factory at Bellaire O., was settled by a promise of increased wages.

The proposed changes in the wage scale of the glass trade, so far as the manufacturers are concerned, has been gone over, and will be exchanged with those already prepared by the workers within a few days. The desires of both sides will be debated in the convention of glass workers, and will then come before the joint wage conference which will be held later.

"Bottles! You can't get them for love or money," said D. W. Laughlin, of French Lick, Ind., when in the local market a few days ago, seeking to buy several car loads. "Every manufacturer is flooded with orders and large bottle buyers are having the time of their life in getting supplies."

Major William H. Davis, chairman of the house committee of the Pittsburgh Chamber of Commerce, announced Alphonse G. Mayer as winner in the contest for the best monogram design for use on the tableware in the new dining room of the chamber. The prize is \$25 in gold donated by the directors. Mr. Mayer's design was selected from more than 200 submitted. It combines the general form of the seal of the city embracing the horn of plenty, the union of rivers and the monogram "C. C. P." It will be etched on the glassware and burned in gold on the porcelain.

David H. Prosser has completed a trip through the York State District in the interest of the United States Glass Co. He has returned to the home office.

Announcement was made April 27, by the Macbeth-Evans Glass Co., at its executive offices in the Chamber of Commerce Building of a ten per cent increase in the

wages of all skilled and unskilled employees, This increase will affect more than 4,000 glass workers employed at Charleroi, Pa., Marion, Ind.; Elwood, Ind.; and Toledo, O.

Quite a demand for glass for amateur decorating purpose is developing. The sale of white china to amateur decorators has always been extensive, but, it seems that the amateurs are now interested in glass decorating. Some very pretty shapes in glass are available for this purpose.

A shortage of sand is still a serious proposition at all glass factories in this district. Shippers report that it is impossible to get sufficient cars for loading. During the past week the situation was rather acute for some manufacturers.

The transfer books of the Fostoria Glass Co. close June 8 for an extra 1½ per cent dividend payable June 15. The Transfer books closed April 23 for 2 per cent cash dividend, which was payable May 1.

Mr. Herbeck, with a line of cut glass, has been at the Colonial.

F. C. Riggs, for many years chief clerk at the Colonial-Annex Hotel and well known to import salesmen, has resigned to take a new berth at the William

Penn Hotel. He is succeeded by W. I. Allen, formerly with the William Penn forces.

A. K. Akerman and J. S. Lauterbach, with the Strobel & Wilken lines, has been at the Colonial-Annex for the past fortnight. They will again exhibit here in the summer season.

Charles Lang, buyer of glass for Kinney & Levan Co., Cleveland, O., was here a few days ago looking after back orders.

Max Strauss has been showing the lines of the Standard Aluminum Works at the Ft. Pitt Hotel.



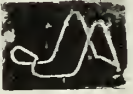
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For the past four months we have been unable to fill incoming orders from the trade, owing to the scarcity of goods. We are, therefore, pleased to make this announcement and tender YOU the opportunity to obtain a share of these new and beautiful Porcelains and Fayence.

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**IMMEDIATE CORRESPONDENCE SOLICITED.**

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of February, 1917, compared with the same month in the preceding year, were as follows:

	1916	1917
Great Britain.....	\$148,513	\$166,579
Austria.....	10,792	
France.....	84,680	50,494
Germany.....	88,879	
Japan.....	58,204	83,823
Other Countries.....	33,509	21,053
Total.....	424,577	321,949

FOR EIGHT MONTHS ENDING FEBRUARY.

	1915	1916	1917
Great Britain...	\$1,570,074	\$1,189,595	\$1,569,502
Austria.....	363,190	91,071	2,032
France.....	720,554	648,043	678,940
Germany.....	2,430,754	914,937	28,825
Japan.....	878,422	835,794	1,283,811
Other Countries	263,343	247,334	308,351
Total.....	6,226,337	3,926,774	3,871,461

TOYS.

	1916	1917
Germany.....	\$79,617	\$
Other Countries.....	46,267	91,300
Total.....	125,884	91,300

FOR EIGHT MONTHS ENDING FEBRUARY.

	1915	1916	1917
Germany.....	\$5,520,804	\$2,188,148	\$19,045
Other Countries	1,072,483	560,039	911,546
Total.....	6,593,287	2,748,187	930,591

GLASSWARE.

FEBRUARY		FOR EIGHT MONTHS E'D'G FEBRUARY		
1916	1917	1915	1916	1917
\$43,255	\$21,395	\$1,229,135	\$397,317	\$268,450

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

FEBRUARY		FOR EIGHT MONTHS E'D'G FEBRUARY		
1916	1917	1915	1916	1917
	11,750	\$189,134	\$1,785	\$28,333

CHINA CLAY.

FEBRUARY		FOR EIGHT MONTHS E'D'G FEBRUARY		
1916	1917	1915	1916	1917
\$64,711	\$37,044	\$1,106,377	\$800,452	\$712,483

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

FEBRUARY		FOR EIGHT MONTHS E'D'G FEBRUARY		
1916	1917	1915	1916	1917
\$19,493	\$1,040	\$374,485	\$132,918	\$151,989

BOARD OF MANAGEMENT MEETS.

A MEETING of the Board of Management of the Salesmen's Association held on Tuesday of this week disposed of several important matters. A number of delinquents who had failed to remit their dues of 1917, as well as the last assessment, were reinstated.

Death claims ordered paid were those of Edward J. Sherer, Elijah A. Wilcox, Wm. R. Demorest and Harry B. Hollis.

Rather than call for an extra assessment now, the Board decided to pay three of the four death claims out of the reserve fund. This is the first time that it has been necessary to draw upon the fund since its establishment, the unusual number of death claims, totaling eleven in four months, being responsible.

The report of Wm. S. Pitcairn, as chairman of the Banquet Committee, was submitted and approved by the Board. The report showed that 294 tickets were sold, making a total of \$1,470.00, while disbursements were \$1,587.60. The difference makes a deficit of \$117.60. Had it not been for the extra money spent for souvenirs which were given the diners in honor of the celebration of the twenty-fifth anniversary of the Association, the banquet would have shown a profit instead of a deficit and in view of the extra expenditures the showing made was considered excellent.

AS TO THE FLAG.

May 2, 1917.

Editor CROCKERY AND GLASS JOURNAL.

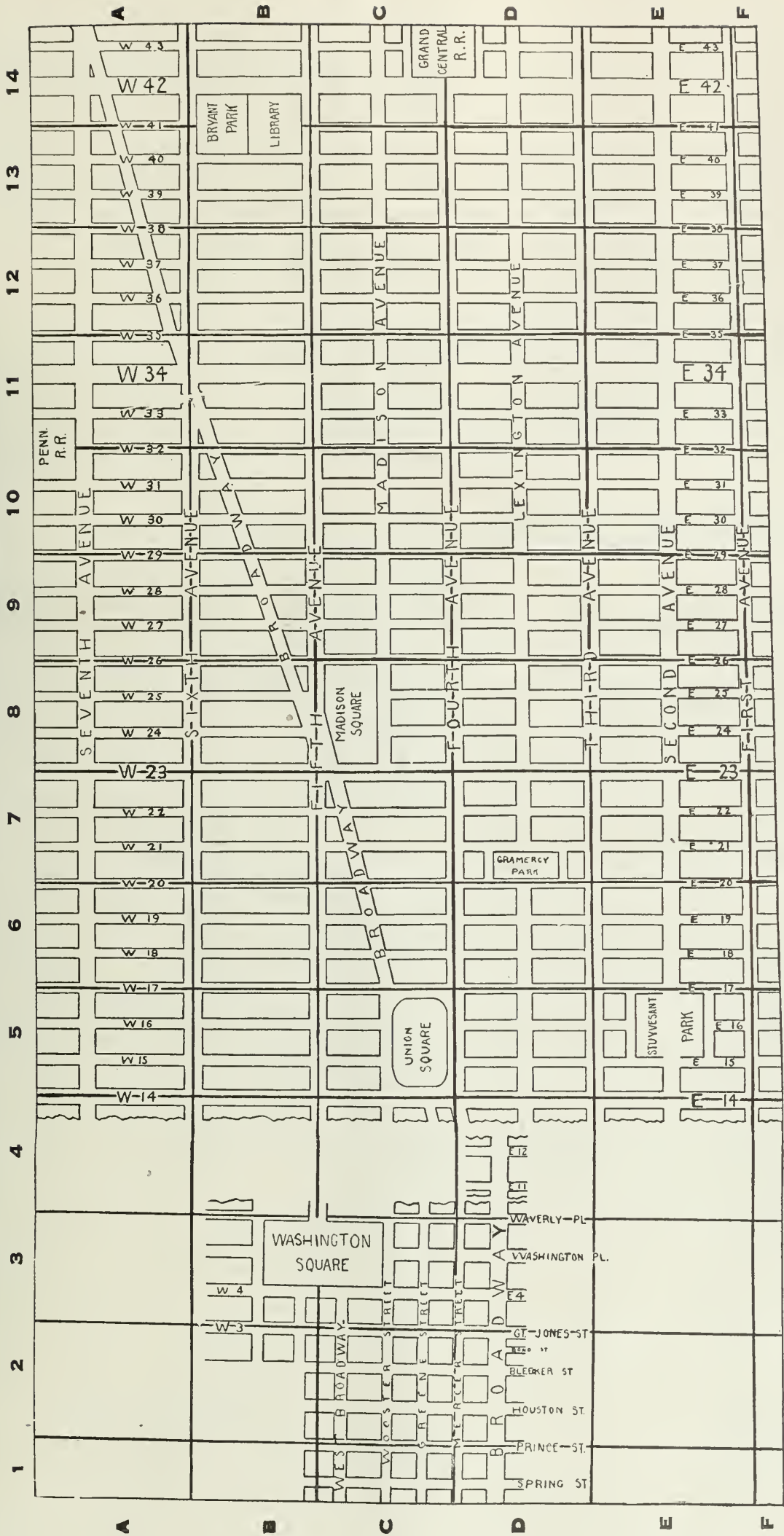
Dear Sir: In your edition of April 19th you print what is misleading as to the use of the American Flag, and it is scaring away some of our customers from the use of our souvenirs which they are positively within the law in the use of same.

The gist of the law is that you must not print on the Flag nor have attached to the Flag as a streamer or

Continued on page 24.



Locations of Firms in the Uptown District.



- American Import Co., 220 Fourth ave. .... C-6  
 Bing, F., & Co.'s Successors, 67 Irving Pl. .... D-6  
 Bloch, L. D., & Co., 153 Fifth ave. .... C-7  
 Boote, E., 35 W 23d. .... B-8  
 Bradley & Hubbard Mfg. Co., 200 Fifth ave. .... B-8  
 Bryce Brothers Co., 240 Fifth ave. .... B-9  
 Brush-McCoy Pottery Co., 1140-1146 B'way B 9  
 Bergen, J. D., & Co., 239 Fifth ave. .... C-9  
 Benedikt, H., 7 W. 22d. .... B-7  
 Cox & Lafferty, 1140-1146 Broadway. .... B-9  
 Cambridge Flint Co., 49 W. Twenty-third. B-8  
 Co-operative Flint Glass Co., 156 Fifth ave. B-7  
 Deia Croix, C. I., 19 Madison ave. .... C-8  
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- East Liverpool Potteries Co., 139 Fifth ave. C-6  
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appended to the Flag in any way printed matter in the way of an advertisement.

We put the matter up to the authorities at Washington, sent them samples and sent them all our printed matter, and this is what they say: "In reply to your communication of April 25th, I have to advise you that there is no United States statute which forbids the circulation of advertising matter similar to the matter which you enclose."

Sec. 12398 code of Ohio 1910 says: "Shall not apply to an act permitted by the statutes of the United States or by the United States army and navy regulations, nor shall they apply to a newspaper, periodical, book, pamphlet, circular, certificate, diploma, warrant or commission of appointment to office, society or lodge emblem, ornamental picture, or stationery for use in correspondence, on which shall be printed, painted or placed said flag disconnected from an advertisement."

Here you have the United States law on the matter, and our Ohio State law as applying directly to this proposition, for our souvenirs are ornamental pictures and we get them all up disconnected from the advertisement.

We know you want to be right on these matters, and in turn we do not want to lose this trade, and we are strictly within the law and doing no disrespect to the Flag but on the contrary are helping the spirit of patriotism. We would thank you to correct the matter.

Respectfully,  
The D. E. McNICOL POTTERY Co.

A GOOD system will help you to make one dollar profit grow where only half a dollar grew before. Systematize your business enough to eliminate the leaks and losses.

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# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

## A "PATRIOTIC" BEE.

THE Brush-McCoy Pottery Co. have gotten out an emblem to be worn on the lapel of the coat that has made a big hit. It is a bee, made of earthenware, an inch long, with wings extended for an inch and a half. The head is red, the space between the wings white, and the body bright red and white striped. The wings are blue dotted with stars. "Cute" is just the word for it.

## BUSINESS BRIEFS.

The Toyville Doll Co., Brooklyn, has been incorporated to deal in toys, dolls and novelties. Capital \$10,000.

The United States Toy Co., Newark, N. J., has been incorporated to manufacture toys, playthings, etc. Capital \$250,000.

The Eastern Glass Works, Millville, N. J., has been incorporated to manufacture glassware of all kinds. Capital \$125,000.

The Peerless Toy Co., Manasquan, N. J., has been incorporated to manufacture toys, woodenware, carvings, etc. Capital \$100,000.

The Castle Clay Co., has been formed at New Castle, Pa., with a capital stock of \$25,000 by S. D. Pearson, Fred R. and Paul A. Kauengeiser.

The Chicago Cut Glass Co., Chicago, has been incorporated with a capital of \$10,000. Incorporators: Christopher King, Harry J. Guyon and Thos. L. Stritt.

A petition in bankruptcy has been filed against Harry Polofsky, five and ten cent store at 2018 Amsterdam avenue. Schedules on file show liabilities of \$2,100 and assets \$1,000.

Bedford (O.) China Co. will manufacture china-ware with a capital of \$150,000. The incorporators are Charles P. Reddrop, C. F. Bacon, P. C. Teideman, A. N. Bacon and Frank P. Burke.

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

## SITUATIONS WANTED.

YOUNG man with five years' experience selling lighting glass-ware, understanding every phrase of the business, wishes position with reliable concern making a line of this character. Has strong following in the East. Can produce results. Address A 128, this office.

## FOR SALE.

FOR SALE.—New York factory agents have, for immediate shipment, 750 barrels blown bar tumblers and stemware at forty per cent off new list. Address A 129, this office.

## Jones, McDuffee &amp; Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon Chir
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	"
The Flow Blue MEISSEN, Onion pattern,	Ridgway
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	"
The HANSA,	Alfred Meakin, Ltd
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	"
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	"
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Son

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

Stock Patterns which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, MAY 10, 1917.

## THE CONDITION OF BUSINESS.



Quiet conditions prevail among the importers, as is naturally to be expected.

Buyers cannot be purchasing all the time.

Mail orders arrive in about the usual number, but the men on the road are not finding quite as brisk a demand as they did earlier in the season.

Collections are good. This is very strong evidence of the prosperity of the crockery dealer; otherwise obligations would not be met as promptly as they are.

Reports from the potteries are that the demand continues very good for the time of the year. Our East Liverpool correspondent writes that there is a great call for the cheap undecorated grades, and that buyers seize upon anything they can get and pay whatever is demanded without demur.

The demand for glass is excellent, in spite of conditions, and there is a growing call for package goods with a shortage of fruit jars and jelly tumblers in sight. The Government's requirements for this class of goods are being felt, the local agents in New York having received inquiries during the week as to the ability of their factories to deliver the merchandise, while the factories themselves are meeting with similar requests.

Retail trade is exceedingly quiet. The war scare seems to have frightened a great many people, and this, added to untoward weather, has had a depressing effect. The large department stores in New York, with perhaps one or two notable exceptions, are finding business exceedingly dull, and, strange to say, the regular shops which cater to an exclusive trade are feel-

ing the depression as much or more than the medium and low-priced stores. By this it is not meant that there is no business; but there is not the volume that could be reasonably expected at this time of the year. Trade is exceedingly sensitive at all times and it does not take much to elevate or depress it. Just now the tendency is towards conservativeness in buying. Of course no one expects this to last long. In the meantime all must have patience.

As there is a silver lining to every cloud, the present quietude in trading comes as a sort of relief to manufacturers. They have been harassed to death with constant demands for more goods, and, being oversold, the slight falling off in the call comes with some degree of satisfaction. By pushing their forces to the full measure of their ability they will be enabled to reduce the number of orders on their files to some extent, provided the transportation companies will lend their aid by providing cars to move the goods that are awaiting shipment.

Manufacturers will have to face a new problem when the conscription act goes into force. No one at this writing knows how many men will be lost to the manufacturing end of the business. While the percentage may be small, it is liable to mean the dismemberment of a shop, and the throwing of others out of work. There is but one way to overcome this, and that is to educate the younger element up to new positions. The American potters should take advantage of what their English brothers learned at the beginning of the war. The latter lost hundreds of men, and immediately commenced teaching new forces. In less than a year the



factories were so far re-manned that in 1916 the output of the English potters was one of the biggest in their history. The glass men are moving in the right direction; but we have yet to hear that the potters are doing anything in the matter.

#### **Pittsburgh and Vicinity**

New business is not being received by glass manufacturers in as heavy volume as a month ago, and this is believed due to the fact that national questions are just at this time rather unsettled. There is, however, a demand for glassware, and sufficient orders are on file to operate plants full time, if sufficient labor was available, for months to come. The raw material situation is fast becoming a serious problem. Prices are not being guaranteed beyond the month end. There is not a manufacturer who can predict the future. Operations are proceeding along lines of caution. The growing scarcity of soda ash is one of the most serious questions now before the manufacturers.

#### **East Liverpool and Vicinity**

Activity continues in the pottery trade in this locality, but production is anything but normal. Trouble with small help is the cause. The shortage of wad, sagger and ball clay from Southern shipping points is still a cause for worry. Demand for white ware is strong, and manufacturers are unable to take care of all business being offered. The receipt of a shipment of plain duplex paper from Europe a fortnight ago has relieved the 'decal' situation slightly, so far as those manufacturers are concerned. Buyers continue to visit the district to secure what is available for quick shipment, and to investigate old orders. Prices are firm, and are being based solely upon manufacturing costs.

#### **READY FOR BUSINESS IN NEW PLACE.**

EVERYONE who has seen the handsome new sales-room of that well-known trio of factory representatives, the E. W. Hammond Co., Herman Kashins and Max Hirsch, has pronounced it one of the attractions of the uptown district. They removed May 1 to the second floor of the Le Boldt Building, 2-10 West Twenty-third street, corner Fifth avenue, where they occupy quarters that would be difficult to surpass from any standpoint. The location is one of the most prominent to be had, and its convenience of access from all points could not be improved upon. Immense French style windows which literally line the Twenty-third street side and Fifth avenue end of the building lend an elegance to the place that is delightful, to say nothing of the abundance of light and air they afford. The quarters have been made as attractive as money and good taste could make them, beautiful mirrored fixtures and

glass-enclosed display cabinets in a rich mahogany finish giving a pleasing ornamental effect to the wall space, while two aisles of display tables to match are arranged up and down the centre of the room, with the exception of the space reserved for the office. Mahogany panels have been used to excellent advantage between the windows. The walls are decorated in a deep cream, while an immense green rug adorns the hardwood floor and makes a pleasing contrast to the other decorations. Massive shower fixtures complete the furnishing of the place, which shows the lines of Knowles, Taylor & Knowles, Ohio Pottery Co. and Clay Casting Co., represented by Mr. Hammond; the Pioneer Cut Glass Co., Century Cut Glass Co. and Stage Bros. Cut Glass Co., represented by Mr. Kashins; and the Buffalo Mfg. Co.'s line of metal specialties, represented by Mr. Hirsch, to better advantage than they have ever been shown before.

#### **POTTERS VOLUNTARILY INCREASE WAGES.**

THE second voluntary wage increase to operatives within seven months, affecting approximately 5,000 workers in the East Liverpool district alone, was announced Tuesday afternoon, following a conference between the labor committee of the United States Potters' Association and the executive board of the National Brotherhood of Operative Potters held at East Liverpool. Every branch of the industry shares in the raise. Workers in Sebring, Salem, East Palestine, Mannington, Carrollton, Minerva, Kittanning, Canonsburg, and other places, are alike benefitted. The advance becomes effective on the first full pay after May 9.

The new scale is as follows:

All clay workers advanced 5 per cent.

In addition to a 5 per cent advance on present wages batter-outs and mold-runners are to receive a bonus of 25 cents per day for every pay during which they put in eleven full days or more.

Mold workers advanced 5 per cent.

Sagger makers 5 per cent.

Dippers 5 per cent.

Slip-makers, piecework, new price 1 cent per leaf, plus  $16\frac{2}{3}$  per cent.

Glost bisque kilnmen, new price \$2.35 per kilnman's day net.

Kiln drawing, glost, 47 cents per 100 cubic feet net.

Kiln drawing, bisque, 51 cents per 100 cubic feet net.

Warehousemen, first year, \$2 to \$2.50 net; third year, \$3 net; after third year, \$3.25 net.

Packers, day wage \$3.75 net.

Piecework, advance 10 per cent.

#### **WOMEN.**

Glost dressers, \$1.55 per day net.

Bisque brushers, \$1.60 per day net.

Dippers' helpers, \$1.65 per day net.

Stampers, \$1.60 per day net.

Glost drawers, \$1.35 per kiln net.

Bisque drawers, \$1.40 per kiln net.





## Illuminating Devices.



Hanging, Stand and Portable Lamps; Light-  
ing Glassware, indirect and semi-indirect;  
Domes, Shades, etc.

THE Pittsburgh Lamp, Brass and Glass Co. never allows the grass to grow under its feet—another instance of its up-to-the-minute methods being a shower shade in a “Stars and Stripes” design, on view at the New York salesroom this week. It is beautifully made in a plain shape with white embossed stars on a blue ground extending around and down the shade for about a third of its length, the remainder of the space being filled in with alternating red and white stripes. Like the stars, the white stripes are embossed, which brings the design out to better advantage than if it were painted on a flat surface. The shade is especially pleasing when illuminated.

The Bradley & Hubbard Mfg. Co. this week display in their New York showrooms for the first time three or four new shapes of lamps with new finishes, the most striking of which is one which they call “Polychrome,” its distinctive feature being the use of fairly bright colors in connection with a standard finish. In addition, they are showing some beautifully modeled animal figures in finishes to match the lamps. They are very artistic, and will undoubtedly become popular.

Lamp buyers should avail themselves of an early opportunity to visit the salesroom of C. J. Dela Croix, where a pleasant surprise is in store for them in a line of electric portables just introduced by the H. Northwood Co., for which Mr. Dela Croix is the New York representative. The line is decidedly unusual, the concern’s designers having conceived a number of distinctive shapes which are made up in the factory’s novel creations, “Brecciated Marble,” “Mottled Agate” and “Etruscan.” The first-mentioned is an excellent imitation of white marble with fine veins running through it, while the last two are respectively glazed and dull-finished. These kinds of glass were first brought out a few months ago in flower bowls, vases, and various other items, and their great success was responsible for the factory’s introducing them in a line of lamps. A variety of sizes, ranging from a dainty little electric candlestick fitted with a pretty silk shade to the largest table lamp, is included in the display. All are fitted

with well-made silk shades in pleasing designs and a variety of colors. The portables are wired ready for use, and are sold with or without the shades.

The United States Glass Co. have just sent Malone & Nicholson, their New York agents, a new two-piece unit fixture that is an excellent combination of the practical and attractive. It introduces a new shape designed along unusually graceful lines for a fixture of this character. It is made in the concern’s “Lux” glass, which produces a highly efficient light free from glare.

One of the most fascinating and original novelties that has been seen in a long time is an illuminated vase now being shown at the salesroom of the Royal Copenhagen Porcelain Co. A long electric bulb is attached to a carved teakwood cover that exactly fits the top, and the fine translucent quality of the porcelain permits the light to shine through in a subdued effect that at the same time brings out all the wonderful richness of coloring and artistic quality of the decorations for which this factory is noted. As a finish the vase is placed upon a teakwood base to match the top, thereby completing a most unusual ornament for the home. These vases will add extra interest as well as sales to the lamp department, as well as to the bric-a-brac and art departments.

The lighting glassware field is completely covered in the comprehensive display made by Gillinder & Sons. Manager Geo. H. Williams is showing at the New York salesroom a line that meets every need of the consumer, beginning with “Nemalite” and “Melo-lite” glass, which supplies the highest possible efficiency in light and attractiveness at moderate prices. In the more expensive decorative treatments the line branches out in the way of deep etched and tinted designs, as well as hand painted patterns that are quite different from what is ordinarily seen. Also included in the exhibit is a full assortment of cut designs on frosted grounds which embrace some beautiful iridescent effects.

## NEW TRADE FACILITIES.

AN interesting feature of the Hotel Commonwealth, soon to be erected in the Times Square district, in the heart of New York's theatre and shopping centers, will be the great display rooms for crockery and glassware and other buyers and salesmen. This will occupy an entire wing of the great hostelry and will be designed with a special view to their needs and requirements.

Here merchandise of all descriptions may be shown at any time, saving much time, bother and money on the part of both salesman and buyer. There need be no rushes for appointments, no trips in crowded subway cars. The patron of the great hostelry who happens to oversleep may eat his breakfast leisurely nevertheless. His work may be done without even going outdoors.

In fact, this is but one of the many privileges that the Hotel Commonwealth offers to its shareholders—all at a cost of \$100 for the purchase of a share of stock. A shareholder becomes automatically a participant of the splendid club privileges of the Commonwealth. The indoor golf course, tennis, squash and handball courts, gymnasium, swimming-pool, reading, smoking and lounging-rooms will be at his disposal. The \$100 he pays for a share also pays his initiation fee and his dues, once for all, in one of the finest and most complete clubs in the world.

A special Crockery and Glass Club is under arrangement, as announced in the advertisement elsewhere in this issue.

Nor is this all that the \$100 does. It entitles the owner to a share in the dividends on his investment; it secures him rebates upon all personal expenditures for food and lodging while at the Commonwealth, as well as upon such expenditures made by friends and acquaintances presenting his card of introduction. Besides, he receives a material discount upon all purchases at New York stores through the Commonwealth's shopping bureau.

One unique feature of the great hostelry will be the newspaper room, where publications from all over the country will be kept on file for the enjoyment and convenience of the army of shareholders.

The Commonwealth will cost a total of \$15,000,000 when completed, which means 150,000 shares at a par value of \$100 each.

There will be a floor for bachelors, one for unmarried women, one for families, and a women's club. In the sunny nursery will be assembled all the toys that a little child could desire, and trained attendants will look after and amuse any kiddies who may be left in their care. This enables visiting parents to go forth on tours of business and pleasure with a perfectly easy, confident feeling that their child is receiving the best care that can be had anywhere.

Rising twenty-eight stories, the Hotel Commonwealth will contain 2,500 rooms—nearly twice as many

as any hotel in existence to-day possesses. H. L. Merry, formerly of Merry & Boomer, managers of the McAlpin, the Claridge, and other large hotels, will manage the Commonwealth. Charles H. Ingersoll, the watch manufacturer, is president, and W. J. Hoggson, originator of the Hoggson single contract building method, will have charge of the building of the Hotel Commonwealth.

Full details may be obtained from the Commonwealth Hotel Construction Corporation, 18 East Forty-first street, New York.

## RELIEF FUND FOR FRENCH PRISONERS IN GERMANY.

LAST winter an appeal was made for funds to relieve indigent French civilian prisoners in Germany. That the donors to that fund may know the result we are requested to publish the following:

HOLZMINDEN, GERMANY, March 8, 1917.  
President of the "Relief Fund for French Civilian Prisoners," New York.

We beg to acknowledge receipt of the shipment of food you made us, and wish you to accept our best thanks and convey same to the subscribers to your fund. It arrived at a time when the milk, so useful for our sick people, and for incoming prisoners, was getting short and rare; therefore it was especially welcome. We are deeply thankful for your devotedness and generosity in your efforts to succor our unfortunate prisoners.

L. CORNU,  
President French Help Committee of Holzminden.

### Contents of the carload shipped on Feb. 1, 1917:

30 cases	Canned Beef,	containing	1440 cans
12 "	Bacon,	"	720 kilos
1 "	Sausages,	"	30 "
10 "	Sardines,	"	1000 boxes
12 "	Beef with Vegetables,	"	600 "
5 "	Julienne Soup	"	250 cans
10 bags	Rice	"	500 kilos
15 cases	Potatoes with Bacon,	"	750 kilos
20 "	Figs	"	300 "
6 "	Soap	"	300 "
50 "	Condensed Milk	"	2400 cans

### STILL IN DIRE NEED.

We take the liberty to appeal to your generosity in view of relieving the wants and sufferings of French civilian prisoners interned in German camps. The greater part of them, who before the war were wage-earners and peaceful citizens in the occupied territories of Belgium and France, now without resources, family or relatives to help them, are in dire need of everything.

The letter above printed proves that food can reach these unfortunates.

The funds collected will enable the committee to buy supplies which will be forwarded as heretofore to "The Vêtement du Prisonnier de Guerre," 63 Champs Elysees, Paris, a subsidiary of the French Red Cross, through the French Embassy at Washington.

Checks or bills should be sent to J. S. Bache & Co., bankers, 42 Broadway, New York City.

Any contributions, even the smallest, will be welcomed, and will help us in keeping up our undertaking.

J. THARAUD, Secretary Committee.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

It is being pointed out here now that never in the history of the domestic pottery trade have potteries been so utterly denuded of odds and ends as is now the case. Quite a few buyers have been in the market within the last six weeks, and every available piece of merchantable merchandise has been bought—in some instances buyers bidding against one another when two discovered the same lot. Only a fortnight ago a lot of teapots were bought, and these were without lids. The buyer of this lot had tin covers spun, and he turned them over quickly. So far as lump and thirds are concerned, buyers of this class of ware are unable at times to secure sufficient weight for car loading. The present market has been such that the manufacturers have been able to dispose of odd small lots of plain white that have been an eyesore for months. There may be only a few dozen of this or that item, but such lots have been bought, nevertheless.

\* \*

This week a census of pool-room, saloon, corner and stable loafers was started by the local Public Defense Committee. All between the ages of twenty-one and thirty-five are listed, and upon not being able to give satisfactory answers are arrested and charged with vagrancy. From this list, which will be official, the first lot will be taken in the selective draft call. Young men between these ages here are pottery workers, and have done more to cause a shortage of ware than any other means. This class loafs when there is work, and cares nothing for those who desire steady employment. The slogan here is: "Work, or get out of town!"

\* \*

Less than a year ago cobalt was to be had here in small lots on a basis of \$1.25 lb. Quotations this week were \$2, the market firm at this price, with a higher tendency.

\* \*

Among the buyers visiting the district within the last few days were the following: Frank Krenning, of the Krenning, Westerman China Co., St. Louis; Ed. T. Kuhn, with W. L. Milner Co., Toledo, O.; W. S. Briggs, with Sibley, Lindsay & Curr, Rochester, N. Y.,

all of whom were registered at the Elks Club; Guy C. Robinson, of Kinney & Levan, Cleveland, O.; T. A. Neely, with Strauss, Hershberg Co., Youngstown, O., and Bert Day, for Cook-Laurence Crockery Co., Cedar Rapids, Ia.

\* \*

Another meeting of the Potters' Club is to be held in Pittsburgh next week when the fuel question for 1917-1918 will again be taken up with railroad and mine operators. The manufacturers are leaving no stone unturned to secure a full and complete supply of fuel for the next winter. This also shows that the manufacturers are bound to keep all plants working as briskly as possible throughout the year.

\* \*

The annual report of Secretary Charles Goodwin, of the last meeting of the United States Potters' Association at the William Penn Hotel, Pittsburgh, last December was to be forwarded the membership this week. The report is from the press of the J. H. Simms Printing Co., and is one of the most interesting reports the secretary has ever presented.

\* \*

The various locals of the National Brotherhood of Operative Potters are engaged in a referendum vote for national officers. Ballots are cast at the first meeting in May, and it generally requires about two weeks before the last ballots are cast. These are sent to the national headquarters here to be tabulated; so it will be about three weeks before the result is known.

\* \*

Several large buyers who were in this market not long ago offered one plant its own prices if immediate shipment of some big specifications would be made. It seemed at the time that the cost of the merchandise was a secondary consideration. These buyers made it plain they wanted ware, and were willing to pay a premium for shipments. In all instances the offers were refused.

\* \*

Supply brokers here surveying the clay situation report that one broker is now 187 cars of Southern clay short on his orders. Ball, wad and sagger clay from

Southern mines is needed. Railroads are not furnishing the mine operators cars. Last Saturday some Southern clay was received here loaded in a cattle car. This only shows the seriousness of the car situation.

\* \*

East Liverpool as the "Pottery Center of America" will be advertised from coast to coast as the result of action taken by the board of directors of the Chamber of Commerce, which has just voted to appropriate \$1,000 for a silver loving cup to be known as "East Liverpool Lincoln Highway Cup." The cup will, within the next two years, be exhibited in every one of the 414 cities, towns and villages through which the Lincoln Highway passes between New York and San Francisco. It will stand four feet in height and will be about eighteen inches in diameter. The cup will contain three large panels. In one of the panels will be engraved the various industries and manufactories along the route of the Lincoln Highway. The second panel will be used in advertising East Liverpool as "The Pottery Center of America," as owner of the cup, while the third panel will contain the names of the cities and towns along the route which secure the required number of sustaining memberships to the Lincoln Highway Association, permitting its exhibition.

\* \*

An American flag was hoisted over the Warwick China Co.'s plant at Wheeling, W. Va., May 5, following a brief programme in which all employees of the company took part. Patriotic addresses were made by Judge B. S. Honecker, Attorney George Beneke, and others, and music was furnished by the Ft. Henry Band.

\* \*

E. J. Owen, general manager of the Southern Potteries Co., Erwin, Tenn., spent the early part of the week here conferring with H. W. Mackey, who, as announced in our last issue, has assumed the position of sales manager for the concern.

\* \*

The first pottery in this district to manufacture vitreous hotel china will be placed in operation within thirty days. B. E. Allen, of this city, has completed the formation of the Sterling China Co. and will be secretary-treasurer. The concern has taken over the four-kin plant of the former Patterson Pottery Co., and is renovating the property. Plain white ware will be made exclusively for the present. W. W. Wells will be president and Frank C. Simms factory manager.

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#### TO INCREASE THE TARIFF.

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A FLAT import duty of ten per cent upon all articles imported into the United States, regardless of the fact whether or not they now carry a tariff duty, will be imposed as a war revenue proposition if the decision of the House Ways and Means Committee is adhered to.

The proposed ten per cent tax upon all imports is intended to apply equally upon articles scheduled in the Underwood act, and in addition to these duties, and upon all articles now on the free list.

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#### BOSTON BUSINESS NOTES.

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BUSINESS in the trade as a whole has shown a considerable come-back in the past few days. "They were afraid to buy just after the war started, and they have not regained their confidence yet," said a well-known traveling man. "Confidence is coming back slowly, but is gaining speed daily. You see, it's like taking a handful of snow and starting to roll a great ball—it's mighty hard to get it started, but after that it's easy." There were many nearby buyers who improved the few hours of pleasant weather to run in, and quite a number from more distant points who came here despite the bad weather and placed some exceedingly good orders. Among the latter were Arthur Bowen, for George C. Peck Co., and Will Cummins, for David Harley Co., both of Pawtucket, R. I.; T. W. Pierce, of the T. W. Pierce Hardware Co., Middleboro; E. S. Alden, Readville; J. H. Davidson, Dennis, and J. J. Harrington, Bon Marche, Lowell.

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Fred J. Classon, representing the Empire Cut Glass Co., showed his samples at Young's this week.

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The Shepard, Norwell Co. is getting ready to employ women to operate all of the elevators in its store. It also will have women floorwalkers, and will place women or girls in all positions where young men subject to military duty may be employed at present. Other stores have similar plans under consideration.

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A number of the large stores are conducting a campaign to arouse people to the necessity for continuing business on an even keel. "During the days and weeks and months ahead there must be no cessation or lessening of effort on the part of any one of us," said an officer of the Jordan-Marsh Co. "We must try to keep business normal; industries of every kind must be maintained to their fullest capacity. Money must be kept in circulation. There must be no hysterical, misguided retrenchment, masquerading under the cloak of economy. The nation calls for every encouragement and support that the commercial and industrial forces can supply—and that means everybody doing his bit to keep business booming."

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The R. H. White Co.'s floor superintendents held their second annual reunion dinner and entertainment at the Quincy House the other evening, with thirty-two present. Joseph S. Doyle presided, and remarks were made by Superintendent H. B. Russell, Charles Bates and J. C. Darcy. William Healy, Herbert Kenyon and



Frank Anderson furnished a cabaret entertainment. "Some time," as one of the fellows put it.

The wholesalers have been getting some real war business the past few days. Orders have been placed for dinnerware in lots of several thousand articles each to outfit barracks at the Charlestown Navy Yard, warships, the quarters for the 1800 jackies quartered on the upper floor of Commonwealth Pier, South Boston; the camp just being established on Bumkin Island for the Naval Reserves to the number of 1000, the aviation camp at Squantum, and other military quarters in New England.

## AT CHICAGO.

THE number of buyers in the city during the past week has been below normal, but orders by mail have been good, and road salesmen are breaking their records on all of the Middle Western circuits. Business seems better in the country at the present time than in the city. The uncertainty which has been apparent in business circles for a number of weeks, because of the declaration of war, seems to have vanished, and a tone of optimism prevails everywhere.

The main event of the week here was the convention of the Illinois Retail Jewelers' Association at the Hotel Sherman. A large number of china and cut glass salesmen were on hand, and did a very fair business.

M. V. Lilliston, who has been with the Chicago branch of the United States Glass Co. as city salesman for several years past, has resigned to go with the Restaurant China Co. M. D. Baer, formerly with Albert Pick & Co., and a man thoroughly experienced in the merchandising of glassware, has been appointed to succeed him.

David Saunders, factory representative, has gone to New York to spend a few days calling on the trade.

W. T. Darden, representative of the Carrollton Pottery Co., who makes his headquarters in the Palmer House, has returned from an Eastern trip.

Mort Tinker, brother of Frank Tinker, who is connected with the Central Cut Glass Co., has recovered from the sprained ankle he recently suffered. Oscar Eckland, head of the concern, has returned from a week's trip out of town, on which he visited several of the cutting factories of the company.

Bar glass factory representatives are watching with interest the progress of the Bruce bill in the State Legislature. If this measure is passed the retail sale of

whiskey will be prohibited in this State, which will of course mean that the field for the sale of whiskey glassware of all kinds will be limited.

B. H. Palmer, of the United States Glass Co., will leave Chicago about the middle of the week on a road trip.

William Howell, of Pitkin & Brooks, has returned from an Eastern trip.

Ed. Northrup, buyer of glassware from Denver, was here last week placing orders for late summer delivery.

The display of Earl W. Newton at the convention of the Illinois Retail Jewelers' Association in the Hotel Sherman last week attracted a great deal of favorable comment. Both Mr. Newton and E. E. Ault, his associate, were at the booth.

## BUSINESS MEN'S NATIONAL SERVICE LEAGUE.

THOSE wishing to assist in taking the State census should heed the following instructions. Co-operation is desired in four different ways:

- 1—DISTRICT SUPERVISORS—Should be men or women of personality and influence in their respective localities, and possessed of acknowledged organizing ability. Should be ready to give full time, or equivalent of full day's service, for about three weeks (May 12th to May 30th). Should be able to provide available headquarters, with telephone and auto service, the assistance of two office workers, including a stenographer, a clerk, and four messengers. One hundred of these Supervisors are needed.
- 2—PUBLIC REGISTRATION PLACES—Should be located preferably in large department stores, offices, or smaller stores suitable for the registration of large numbers of both men and women; also ferry stations, hotels, railroad stations, factories, etc. Full personnel for one station: station captain, registrars, interpreters and inspectors, for not more than two weeks (about May 15th to May 30th), six days a week, from not earlier than 7 a.m. to not later than 10 p.m. Work to be assigned in five hour shifts—7 a.m. to 12 m.; 12 m. to 5 p.m., and 5 p.m. to 10 p.m. Captains should, if possible, volunteer services for full two weeks. There are 2,500 registration stations needed. All schools have already been procured; there will be about one station to every election district.
- 3—REGISTRATION PLACES UNMANNED—If impossible man stations with full personnel, a center, assigned to individual volunteers for duty, will be acceptable.
- 4—UNATTACHED PERSONNEL—Individual offers of aid are acceptable from persons capable of acting as:  
Registrar—Should write legibly. Women preferred.  
Interpreter—Should write and speak English and the foreign language or languages they volunteer to interpret and to translate back and forth with clearness and accuracy.  
Inspectors—Preferably men, of dignified bearing and personality.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 10, 1917

## THE LABOR QUESTION.

THE prohibition of child labor in the crockery and glass factories was brought about by mawkish spinsters who were in no position to advocate or oppose their employment. Some time before the Pennsylvania Legislature passed the law preventing children under sixteen from working, a delegation of five "old maids" ranging from twenty-five to fifty, visited factory "R" of the United States Glass Co., at Pittsburgh. Stating the object of their visit, they asked permission to see the plant. This was readily granted, and Mr. Ripley acted as guide, the writer being invited to accompany the delegation.

The first department visited was a room where a dozen girls were wrapping and packing tumblers. Horror was expressed by the women that these girls should have to work in such a dust. Why, it was so bad that they had to wear caps. Well, it was clean dust from clean hay and not charged with deadly germs as the dust in the street, which was blown about by a high wind at that very time, and which these women had braved and inhaled when they came. The climax of their horror was reached in the furnace shed. It was a "crime for the boys to be only half clothed." It was "a disgrace to civilization for them to expose so much of their persons." Everybody knows that a "carrying in" boy does not wear any more clothes than are absolutely necessary; but barring sleeveless shirts

that were open at the throat, they were certainly not as exposed as many women and girls to be seen on the street.

These good women could see the lack of clothes, but they closed their ears to the merry sounds of song and whistle and the happy yells which proved the glass boys' contentment. Mr. Ripley tried to show the women that the work was not half as bad as they thought, and told them that he had begun life as a "water boy" at the age of ten, and it had not hurt him. Neither had it hurt a whole lot of other manufacturers, all of whom had started to learn the business at ages ranging from ten to fourteen, and all of whom lived to be sixty or more years old. One has to start young to learn the glass trade. When a boy gets past sixteen he does not want to begin at the bottom. He is not satisfied with either the work or the wages of a beginner, but wants a big wage and a job where he can wear a white shirt and collar. If he does not start young he is not likely to get the proper training, and, consequently, cannot hope to rise to important positions.

It is now proposed that boys of twelve to sixteen be allowed to do farm work. Hoeing corn under the glaring sun with a temperature of 120 degrees is harder than working in a glass factory. Yet these same women are not raising any objections.

## PERSONAL.

ONCE upon a time there was a man who bulked large in the crockery trade, not only as an efficient salesman, but as one of the most popular, because of his unfailing good nature, liberality, and all that goes to make a "good fellow." For years after retiring he occasionally visited his old friends; but of late seems to have dropped out of sight—probably having occupations that take up his time. Judge Henry Seedorf, you are not forgotten. Why don't you show yourself once in a while?



E. A. Gillinder, head of Gillinder & Sons, Inc., Philadelphia, was a visitor at the concern's New York office on Thursday consulting with the firm's New York manager, Geo. H. Williams.



J. H. Chilton, local manager for the Haeger Potteries, left on Monday for a three weeks' trip through New York State in the interest of his concern.



News of the recent death of Henry Reiss, which occurred at a local hospital after an operation for cancer, will be received with a great deal of regret by the trade, especially the local dealers, who knew him well through his twenty years' association with C. W. Valentine,



Englewood, N. J. While Mr. Reiss's death occurred last month, it was not generally known.



W. F. Ellisson, with Geo. F. Bassett & Co., expects to start out again early next week, head up and eyes right, on a campaign to exploit English earthenware and teapots. He is great on teapots, and made record sales on his last trip.



C. F. Patten, of Koscherak Bros.' traveling staff, brought back a fine lot of business as the result of a three weeks' trip through the New England States last Friday. After returning home for the week-end, he started out again on Monday to make the New Jersey towns.



Walter Jones, who travels for the United States Glass Co. in the interest of the concern's blank line, stopped off in New York over Friday and Saturday of last week en route to Pittsburgh.



Geo. H. West, head of the Westmoreland Specialty Co., left for home on Saturday after spending the greater part of the week in New York on special business for his factory. He is still unable to walk without the aid of a cane, as the result of breaking his leg last January.



Joseph Hurd and Chas. Hennings, of the W. S. Pitcairn traveling force, are both home for the season. Their orders tally with those of other men who have been out on the road.



Guy C. Robinson, of Kinney & Levan, Cleveland, O., made one of his hasty trips to New York this week, remaining but two or three days.



Wm. A. Demorest was measured for a United States uniform on Tuesday, having enlisted in the Naval Reserve. When he will be called or where he will go is yet to develop.



Chas. H. Taylor, of the Jewel Cut Glass Co., who has been sunning himself in Florida for a couple of months, returned this week beautifully browned.



Mail awaiting G. Phil. Ghisi, with S. Nordlinger & Son, Los Angeles, indicates that his presence here may be expected at any moment.



After going to Houston, Tex., where he acted as best man at a wedding, Frederick Skelton took the opportunity of seeing some of the country on his way home. Meeting "Sandy" Fraser, traveler for the Beaver Valley Glass Co., at Houston, they visited Galveston, New Orleans and Washington. Mr. Skelton

left Mr. Fraser in Philadelphia and arrived in New York last Thursday, very much delighted with his trip, and as a result of his rest is feeling in better trim to wrestle with the problems of a factory representative than for some time.



J. H. Venon is again on the Grand Jury. He served last August for several weeks. Evidently he is considered a valuable juror.



H. S. Potter, general manager of the Tarentum Glass Co., arrived in town on Tuesday to consult with W. P. Rood, representative for the concern's tableware line, and Max Kossmann, who represents the line of illuminating glassware.



John F. Duggan, who for some time has been general manager for Gimbel Bros.' New York store, has become a member of the firm and will fill the newly created office of second vice-president. Mr. Duggan has been connected with the local Gimbel store since its opening, coming there as general superintendent. Later he was advanced to general manager.



Harry Duncan, of the Duncan & Miller Glass Co., Washington, Pa., was in New York this week, and took occasion to see the parade in honor of the French commission.



Charles Weiss, of the New York office of Wm. Guerin & Co., arrived home on Tuesday from an extended trip. His report as to conditions tallies with those of other returning travelers.



Wm. M. Oddie, with the Geo. H. Bowman Co., Cleveland, is calling on the trade in New York this week with samples of aluminum ware.



I. Erle Wright, who, as previously announced, has been engaged as buyer of the china, glassware, house-furnishing and toy departments of the Scranton (Pa.) Dry Goods Co., which took over the business of Jonas Long's Sons, is in the market this week placing orders preparatory to opening in July. Mr. Wright is a hustler, and right up to the minute in his ideas. He is stopping at the Prince George.



Donald M. Miller, son of John J., and Southern traveler for Maddock & Miller, whose enlistment with the New Jersey National Guard was noted in last week's issue, has already been made a sergeant, his training at Plattsburgh last summer having been the means of securing the appointment.



Other buyers in town were: G. H. Flint, of the Flint Co., Providence; B. E. Taylor, with Jordan-Marsh

Co., Boston; Mrs. H. L. Boughton, of the H. L. Boughton store, Catskill.

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### TARIFF BOARD GOING ABROAD.

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SOME members of the new Tariff Commission probably will visit Great Britain, France, Russia, China and Japan this summer to investigate tariff and trade problems which will face the United States after the war.

The tour will be part of an extensive inquiry into trade relations commercial treaties and preferential provisions, and will have as its primary purpose to ascertain how commercial treaties and alliances have been affected by the war. A thorough examination will be made of the Paris economic pact entered into by the Allies last June and how it affects the interests of the United States.

How long this will take nobody knows. In the meantime the indications are that for the present there will be no tinkering with the tariff.

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### THE USE OF THE FLAG.

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THE Board of Directors of The Merchants' Association of New York, at its meeting May 2, voted unanimously to oppose a legislative bill amending the penal law so as to permit the national flag to be used on merchandise.

The present law of the State of New York, which has served as a model for the laws of a number of other States, forbids the use of the flag for the purpose of advertising or decorating articles of merchandise.

Ignorant of this prohibition, some manufacturers have innocently produced goods decorated with the Stars and Stripes and have placed them on sale. Finding that they had unwittingly violated the law, they are now seeking to have the law amended.

The legislative bill would wipe out the present law and leave only the prohibitions of the Federal law, of which there are none bearing upon the use of the flag for the purposes specified in the State law.

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### GOLFERS TO START SEASON.

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THE golfers in the trade are looking forward to Thursday, May 24, with unusual interest, that being the day set for the opening tournament of the Pottery, Glass and Brass Golf Association at the Forest Hill Field Club, Soho, N. J. The players are planning for a great time, this being the first opportunity many of them will have of getting on the links to limber up.

As previously announced in the schedule of events published some time ago, prizes will be offered for the

first and second best net scores, and competition will begin for the trophy offered by President Eugene Peck for the best selected score for the season.

Those intending to be present are requested to notify Secretary L. S. Owen, 126 Fifth avenue, in order that advance arrangements may be made for caddies, luncheon, lockers, etc.

Train leaves Jersey City, Greenwood Lake Division of the Erie Railroad, at 9:08 a.m. Later trains leave at 10:14, 11:30 and 12:47. Buy tickets for Soho. Trains stop at the Club.

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### BUSINESS BRIEFS.

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Monell Paper Co., Inc., Newburg, will manufacture glassware and hardware. Capital \$50,000.

The Roseville Pottery Co., Zanesville, O., has been incorporated to manufacture glassware and pottery.

The Lyon Doll Co., Manhattan, has been incorporated to manufacture dolls and dolls' clothing. Capital \$10,000.

F. A. O. Schwartz, Wilmington, Del., has been incorporated to manufacture toys, novelties, etc. Capital \$500,000.

Albers, Kohnhauser & Co., Wilmington, Del., will manufacture plain, stained and decorated glass and glassware. Capital \$100,000.

The Oxford Tripoli Sales Co., Inc., New York, will act as agents for manufacturers of pottery of all kinds, glassware and druggists' supplies. Capital \$25,000.

The United Profit-Sharing Corporation has declared a semi-annual dividend of five per cent, payable June 1. The company has been a large buyer of cut glass, silverware and domestic pottery.

A petition in bankruptcy has been filed against the Ferguson Novelty Co., 324 Fifth avenue, manufacturers of mechanical toys and novelties. Liabilities are stated to be \$10,000 and assets \$5,000.

The Imperial Porcelain Co., of Trenton, is likely to establish a branch factory at or near Asbury Park. A site at Manasquan had been contemplated, but more favorable conditions developed at the former place.

The Hodgins Co., Buffalo, N. Y., has doubled the size of its showrooms by taking the store adjoining the old quarters. The new store will be called the silver room, this new department being added to the china, crystal and lamp departments.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

Both the manufacturers and the dealers report an increased demand for decorated crystal glass. Domestic manufacturers have made a wonderful advance in both the quality and design of this class of goods. The incrustated gold as well as the enameled color decorations being marketed are of the very highest grade. Some of the leading glass manufacturers are making blanks especially adapted for decorating, using a special batch and producing a glass sufficiently hard and annealed to stand the heat required to fire the colors and enamels. Also, enamel decorators are just beginning to realize the possibilities of decorating glass. Decorated crystal glass is becoming the vogue. A number of the most prominent teachers of china decorating are giving special instructions in decorating glass and are arousing an unusual interest. Prominent manufacturers of decorators' colors are making a specialty of gold and colors for glass decorators, and up-to-date dealers in white china and decorators' supplies are carrying lines of glass blanks. No doubt part of this is on account of the shortage of white china for decorating, and it is predicted that when amateur decorators are fully awakened to the beauty as well as the facility with which glass can be decorated a large and permanent business in this class of ware will be developed.

The suggestions of President Wilson that the public practice economy is being felt more or less in the glass trade. An active official in the glass business said this week that this was the proper spirit to follow, in view of existing conditions. It was also pointed out that even with a slightly decreased demand for glassware now, the future requirements would be the heaviest ever experienced in the history of the trade.

While it is generally conceded that the American glass manufacturers consume close to seventy per cent of the soda ash manufactured in the United States, the requirements of the Federal Government at this time are such that future supplies are not being guaranteed, no matter what business the soda ash manufacturers have

on file. The material is one that is bound to be in heavy demand for Government purposes for time indefinite. In view of the fact that the glass manufacturers will not be able to get their requirements of this material, it is pointed out that the production of glass will, as a matter of necessity, have to be curtailed. Those closely associated with the buying of glass realize the seriousness of the soda ash proposition, and they are therefore trying to protect themselves as much as possible.

Just how far conscription under the selective draft measure will affect the glass factories of the country cannot be estimated at this time by the manufacturers, so they say. It is strongly intimated in some offices that arrangements are now being made to replace male office help with female help. As considerable young help within the select draft age is employed in the glass plants, there is reason for believing that many within the trade will be summoned.

Within a month or six weeks a general conference of all glass manufacturers is expected to be held, according to reports heard here this week. The object of the meeting will be to make a general survey of the existing conditions within the trade with reference to labor and materials. The situation is becoming more acute daily so far as materials are concerned. Manufacturers are from time to time borrowing from each other. The freight car situation is such that it is difficult to get sufficient raw supplies ahead, let alone any to place in reserve. The time and place of the proposed conference have not been announced.

An active business has been reported in this district during the last fortnight on blanks for cutting purposes.

"You can say with all truthfulness that at no time in the past, so far as I know of, have glass manufacturers ever taken undue advantage of an existing situation or condition whereby selling prices were advanced in order to take an unwarranted profit," said the head of a well-known glass manufacturing concern this week.

"You can also truthfully say that the glass manufacturer to-day is afraid to book up on future business at current or former selling prices, because he cannot tell overnight what his manufacturing cost is going to be to-morrow or next week."

Quite a favorable demand exists now for coin gold decorated glassware, and for a decoration that possesses stability. Not only are blown and stemware lines wanted, but special pieces are also in favorable demand.

The transfer books of the Central Glass Works at Wheeling, W. Va., will close May 26 for a three per cent dividend which will be payable June 1. Announcement of this action of the board of directors has just been made known.

Business now being booked by glass manufacturers for shipment after June 1st is accepted only on the condition that prices prevailing at the time of shipment will govern invoices. Orders on file and shipped on or before June 1 will take the price prevailing at the time the business was accepted.

Arthur J. Bennett, of the Cambridge Glass Co., of Cambridge, O., spent a brief season in the district a few days ago.

The United States Glass Co. is showing a new line of blown and stemware which is to be had in four colors—yellow, ivory, green, and claret lustre. The latter line is also to be had in a full claret color or a crystal stem and claret bowl, and coin gold decorated. In addition to the blown and stem lines, a number of special pieces are included in the line, and the latter will be extended from time to time. Anderson Wells, a clerk in the treasurer's department, has enlisted in Battery B of this city.

Trouble with boys in a number of glass factories in this locality continues. It is the usual condition anticipated at this season of the year by the glass manufacturers. More money is wanted by some of the boys, while others seek shorter hours with increased pay.

The Mountain City Glass Co., of Fairmont, has been formed to manufacture glass products. It has an authorized capital of \$5,000, and the incorporators are D. M. Osgood, Thomas D. Connell, C. J. Spiker, Trevey Nutter and James W. Coogle, of Fairmont.

Importers of glassware and lamp chimneys in Ireland have been making inquiries here of late, with a view of obtaining supplies. For several years much of this class of ware has been forwarded to Irish houses, but of late the inquiries are more numerous than ever.

Lime glass manufacturers are very much at sea as to the fulfillment of their raw contracts. The bulk of the lime used in the glass trade is shipped from North-

western Ohio. Inability to get cars is given as the reason for the shortage. A manufacturer in this district had a car of lime loaded in bulk and had a man ride with the car from the shipping point to its destination, so that quick delivery could be made. This goes to show that the raw material situation in the glass trade is just as serious as has been painted.

## POINTERS FOR BUYERS.

### NEW IMPORTATION READY FOR INSPECTION.

The arrival of an immense importation of Royal Copenhagen Porcelain and Copenhagen Fayence ware offers buyers an opportunity to secure some of the very choicest designs that this famous factory has sent here in a long while. A. G. Lober has an exhibit at the concern's salesroom, 256 Fifth avenue, that is interesting from start to finish. There are vases, plaques, flower-holders, cups and saucers, etc., in new treatments, and the assortment includes many pieces signed by renowned Danish artists. A novelty introduced on some of the vases is a very effective hand-carved silver overlay. The array of specialties and animal studies is very extensive, and there is a fine showing of dinnerware, luncheon and tea services in the ever-attractive blue-fluted patterns. In Copenhagen Fayence there are tea sets, luncheon sets, flower-holders, lamps, honey pots, vases and plaques, the striking colors and unusual treatments lending a charm to this ware that puts it in a class by itself. The gift shop buyer should lose no time in seeing the display, as there is a wealth of just the kind of items that will add distinction to his stock.

### RAPIDLY GETTING TO RIGHTS.

The Fostoria Glass Co. completed the removal to their beautiful new salesroom on the ninth floor of 141 Fifth avenue, corner Twenty-first street, the latter part of last week. Manager John Nixon and his assistants are now busily engaged putting the place in shape, and, judging from the rapid progress being made, another few days will see things in apple-pie order.

### STILL ADDING TO THEIR LINE.

The Duncan & Miller Co., have sent to their New York representative, Paul Joseph, new samples which include handled baskets, candy jars, vases, handled iced teas, and a number of other pressed glass items. These are all finished in the admirable style which characterizes the product of this factory.

### PATRIOTIC DESIGN ON STEMWARE.

Koscherak Bros. have again demonstrated their progressiveness by being one of the first concerns to introduce a patriotic design on glassware. A complete line of stemware and tumblers is shown with a three-quarter-inch band of red, white and blue forming a



border, just the proper space being left between the top of the glasses and the beginning of the decoration to intensify its effectiveness. The treatment is shown on an excellent flared shape.

#### THE FLAG APPEARS IN CUT GLASS.

A wave of patriotism seems to have struck the glassware manufacturers all at once. Another design that will appeal exclusively to American taste is one that made its appearance at the showroom of A. P. Doctor this week from the Camden City Cut Glass Co. A very cleverly-executed reproduction of an American flag fluttering in the breeze is shown as the sole decoration of a plain-shaped tumbler. The flag waves from a tasseled staff and covers nearly the entire side of the glass. Every detail is brought out effectively in a combination dull and polished cutting.

#### SEASONABLE SELLERS.

Every dealer should be supplied with an adequate stock of cheese covers, cake covers, sandwich plates and covers, candy jars, etc., to meet the big demand for these items which always comes with this season of the year. One of the best lines of this character on the market is that made by Gillinder & Sons, consisting of an assortment of practical styles in all sizes. Geo. H. Williams, manager of the concern's New York office, is showing the complete line, which will be found to be right in quality and price, and therefore always a good seller.

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#### CUT GLASS DESIGNS AND THEIR SCOPE.

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THE Commissioner of Patents has ruled in a decision involving a design for a series of cut glass articles that where a design is produced which is applicable to a group of articles, such as tableware, and the showing thereof as applied to one makes clear its mode and effect when applied to others, without further explanation the applicant may be permitted to cast his specification, claim and drawing so as to cover the group. The decision is published in full in the "Official Patent Gazette" as follows:

The applicant petitions for contrary directions to the Examiner of Designs, who has held that the applicant's disclosure does not constitute sufficient subject matter to support a design patent. Specifically it is contended that the drawing need not show in full lines the entire article to which the design is shown as applied; that the applicant may state that his design is usable on other articles, and that this case comes under the ruling in *ex parte Fulda* (194 O. G. 549) and should be governed accordingly.

To the extent that the case of *ex parte Fulda* holds it proper to patent a design without specifying any particular article to which it is applied, that decision has been overruled, for the reasons given in *ex parte Cady*, decided August 28, 1916. In this latter case it

was also ruled that when an applicant presents a design shown as embodied in some particular article, but obviously applicable to a group, he is allowed to cast his specification in such form as to show that the design is not alone for the particular article shown in the drawing.

The applicant's design is one adapted for a series of cut glass articles differing very radically in their specific forms; but it is nevertheless a design which preserves intact all its characteristics, wherever applied. It is not possible to define in words the physiological effects made upon the eye by a design. It would be, in fact, an extremely difficult problem even to point out what it is in the design which creates the pleasing impression. It will suffice here to say that in this case, among the distinctive characteristics, are deeply-cut bars with a partially opaque outer surface somewhat less, both in width and length, than the sloping side cuttings and arranged in orderly series. The novelty of this design is not in question.

Anyone who is familiar with the work of designers in such arts will know that the designer starts out originally with the thought of creating such a design as will be applicable to a plurality of articles or a line of articles likely to be associated in use or to be presented simultaneously to a prospective customer. Having worked out a primal element of the design, the matter of changing the size or form of the element to suit the place it is to be put, multiplying the number of elements, etc., is a secondary part of the designing art and a part of the art of adapting the design to the form of the vessel. Some small final modification is doubtless necessary in adapting the design to each particular vessel; but the principle by which the design is recognized is the same thing on different dishes and the principle by which the design is made to harmonize with other ornamental features of the dish or with the form of the dish itself are all inherent parts of the design.

In view of the facts it clearly would be absurd and a perversion of the law to limit the patent to the one particular dish or vessel or other article to which the design is shown applied. To say, for example, that one who had invented a design for a tea set could not obtain a patent on the design for a tea set, but must be limited to a design for that particular one of the dishes shown, would be entirely out of harmony with the spirit and terms of the law. Though the patent shows the design as applied to a saucer, yet if it be a design the mode and effect of which when applied to a cup or sugar-bowl is obvious without further showing or explanation, manifestly it would not be reasonable to require the applicant to take out a series of patents to cover what is, in fact, one single invention—namely, a design for dishes broadly, not narrowly for a particular dish. The principal value of many of the most beautiful designs resides exactly in the adaptability of the design to several forms of articles.

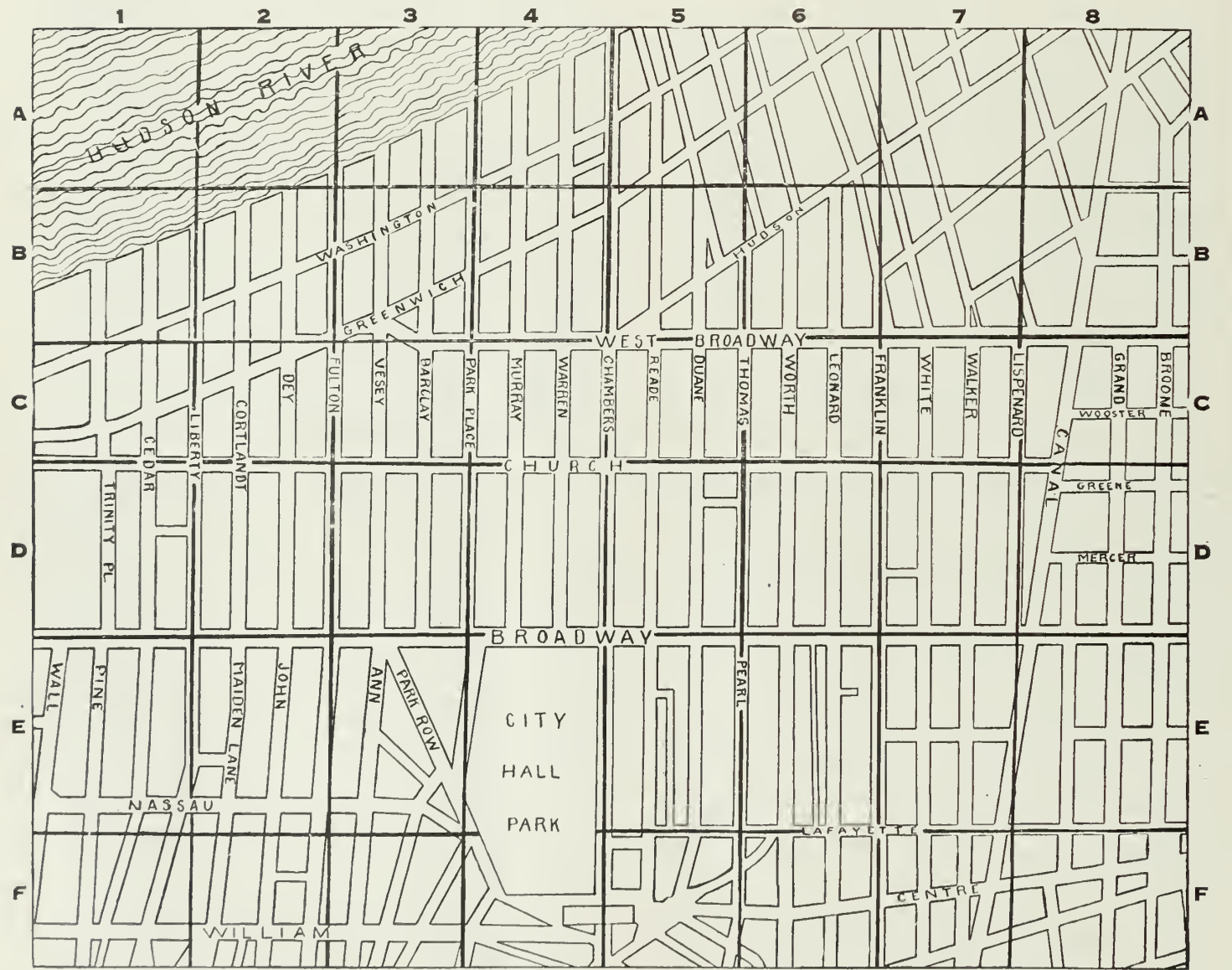
In the expression of the law, "design for an article

of manufacture," it is not only necessary to note that the word "for" is used, and not "of," but also to notice that the word "an" does not refer necessarily to a distinct and specific article, but may refer to a class of articles. In some cases, as in *Graff, Washbourne & Dunn v. Webster* (195 Fed. Rep., 522), it has apparently not been even considered that the term "an article" means a complete article, since a section of a border of a dish was held patentable, notwithstanding the entire dish with that border was also patentable. It is obvious that a design for a carpet would necessarily be a design shown as applied to a fragment of the carpet. What is to be borne in mind is not the terms

by which the thing is described, but the thing itself. In this present case the applicant's invention is not a bowl or pitcher or a vase or a plate, but it is a design applied to any one of these things and to all of these things with the same effect—that is to say, the appearance of each of these vessels will be modified and rendered distinctive and more beautiful by reason of the presence of the design and in substantially the same way and with substantially the same effect in each vessel.

The applicant having canceled his original drawing showing a fragment of an indefinite vessel with the design applied thereto, I am not now called upon to rule

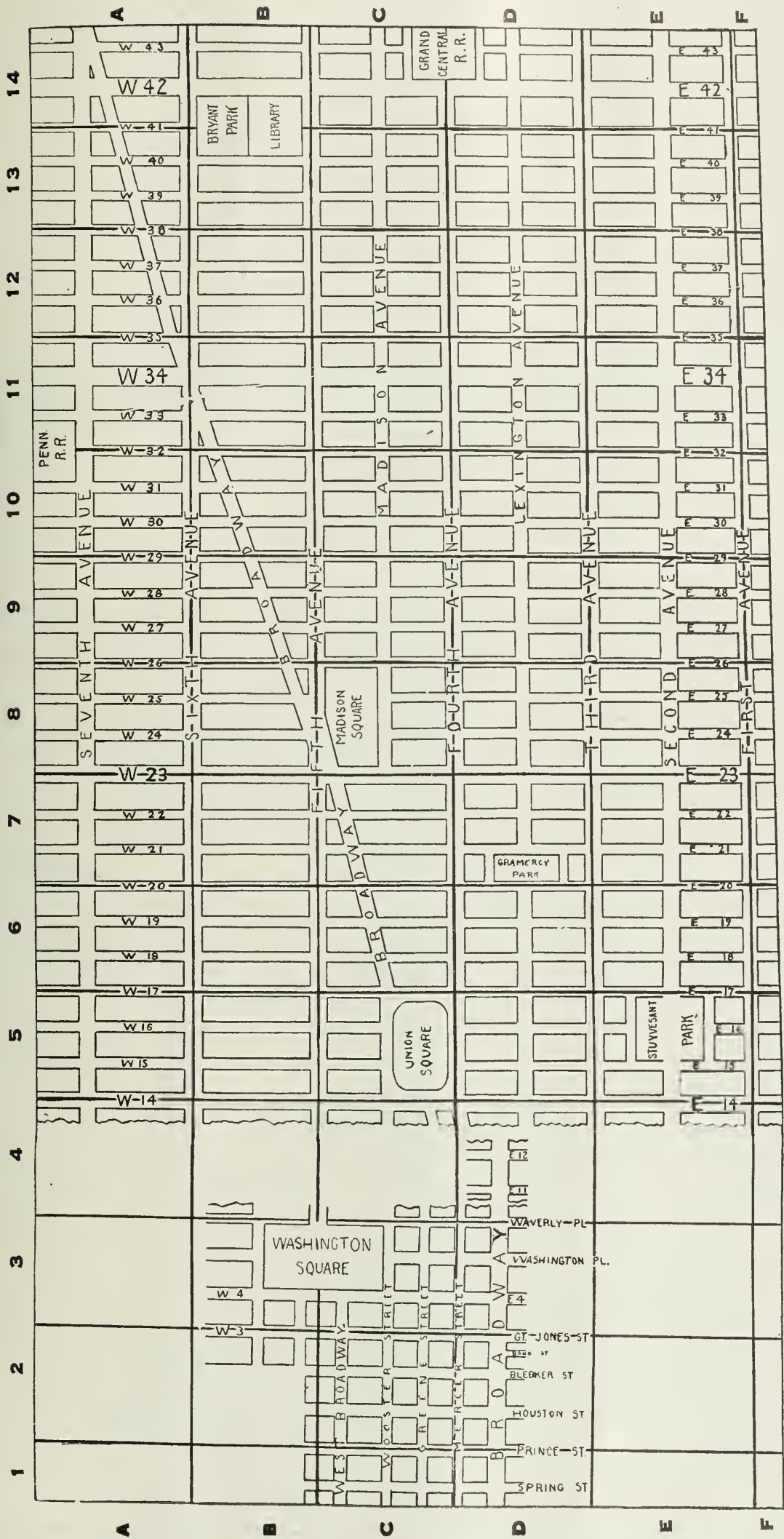
### Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place....	B 3	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C 3
Bernardaud, L., & Co., 46 Murray St....	C 4	Honesdale Decorating Co., 36 Murray St.	C 4	Roessler & Hasslacher, 100 William St...	F 2
Bonita Art Co., 50 Park Place .....	C 3	Kupper, Herman C., 52 Murray St.....	C 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Davison, John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tarentum Glass Co., 25 W. B'way.....	C 3
Dorflinger, C., & Sons, 36 Murray St....	C 4	Miller, Edward, & Co., 68-70 Park Place..	B 3	Tharaud, Justin, 25 W. B'way.....	C 3
Duncan & Miller Glass Co., 92 W. B'way.	B 4			Vogt & Dose, 65 Barclay St.....	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4			Williamsburgh Flint Glass Co., 96 Park Pl.	A 3
Friedlaender, Oscar C., 40 Murray St....	C 4				



Locations of Firms in the Uptown District.



American Import Co., 220 Fourth ave.....	C-6	Imperial Art Glass and Lamp Works, 205 W 19th.....	A-6	Pittsman, W. S., 104 Fifth ave.....	B-5
Bing, F., & Co.'s Successors, 67 Irving Pl.....	D-6	Koscherak Bros., 129-131 Fifth Ave.....	C 6	Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....	B-8
Bloch, L. D., & Co., 153 Fifth ave.....	C-7	Lancaster Glass Co., 200 Fifth ave.....	B-8	Roseville Pottery, 621 Fifth ave.....	C-7
Boote, E., 35 W 23d.....	B-8	Manhattan Brass Co., 332 E 28th.....	E-9	Republic Specialty Co., 9 E 22d.....	C-6
Bradley & Hubbard Mfg Co., 200 Fifth ave.....	B-8	Mogi, Momonoi & Co., 105 E 16th.....	D-5	Straub, Paul A., & Co., 105-107 Fifth ave.....	C-6
Bryce Brothers Co., 240 Fifth ave.....	B-9	Morimura Bros., 53-57 W 23d.....	B-8	Tajimi Co., 597 Broadway.....	D-2
Brush-McCoy Pottery Co., 1140-1146 B'way.....	B 9	Malbrunn Co., 40-42 East 19th.....	C-6	Torlotting, E., 53 W 23d.....	B-8
Bergren, J. D., & Co., 239 Fifth ave.....	C-9	McKenna Bros. Sales Corp., 1271 Broadway.....	B-10	Takito, Ogawa & Co., 101 Fifth Ave.....	C-6
Benedikt, H., 7 W 22d.....	B-7	Noe, Wm. R., & Sons, 53-55 W 21st.....	B 7	United States Glass Co., 24th St. & B'way.....	B-8
Cox & Lafferty, 1140-1146 Broadway.....	B-9	Pairpoint Corporation, 43-47 W 23d.....	B-8	Venon, J. H., Inc., 104 Fifth ave.....	B-5
Cambridge Glass Co., 49 W. Twenty-third.....	B-8	Phoenix Glass Co., 230 Fifth ave.....	B-9	Wedgwood, K. L., 133 Fifth ave.....	C-6
Co-operative Flint Glass Co., 156 Fifth ave.....	B-7	Plume & Atwood Mfg. Co., 30 E 42d.....	C-14		
Deja Croix, C. I., 19 Madison ave.....	C-8				
Dohrmann Commercial Co., 85 Fifth ave.....	C-5				

whether that was a proper drawing; but I am clear that if any drawing can be so made as to indicate on its face that the invention is not dependent on the specific form of the vessel this ought to be allowed. In the present instance the drawing is proper and sufficient. The specification also is without objection. The claim should be.

"The ornamental design for a glass article substantially as shown and described."

There is no such thing as a broad claim or a narrow claim in a design patent, because the scope of the patent is and must inherently be controlled solely by the appearance of the applied design and the relation of that appearance to the appearance of like articles in the prior art.

The petition is granted, and the Examiner will be guided by the foregoing opinion.

### SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

**WANTED**—One second-hand large size pebble mill or grinding cylinder. Address SHENANGO POTTERY Co., New Castle, Pa.

### SITUATIONS WANTED.

**YOUNG** man with five years' experience selling lighting glass-ware, understanding every phrase of the business, wishes position with reliable concern making a line of this character. Has strong following in the East. Can produce results. Address A 128, this office.

ESTABLISHED 1864.

# Cartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

Three Blocks West of P. R. R. Depot.

**W**HEN coming to East Liverpool don't fail to call and see what we have to offer you for 1917. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN	"
The PONTRACINA	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAK WORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DON HOFF,	"
The SPRINGTIME	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	"
The BRINDISI,	Glinori Italian China.
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	"
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted	John Aynsley & Son
and other stock patterns from original sources.	

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.



# CROCKERY and GLASS JOURNAL

NEW YORK, MAY 17, 1917.

## THE CONDITION OF BUSINESS.



Not much change is noticed in the condition of trade among the importers since our last issue. Few of them have any appreciable amount of stock; direct sales for immediate shipment have consequently not been in great volume. Import orders, naturally, are few at present. Most of the travelers have returned or are on their way home, although those still out are getting a little business—not so great, perhaps, as a month ago, but they are booking enough orders to warrant their continuance on the road. Mail orders are about as usual.

Domestic potters still continue to receive good orders, but they are not as big as they have been.

Glass manufacturers are still busy, but some of them note a falling off in trade, while others say that business is as good as ever. With the local agents there is a perceptible falling off in demand.

Report is current in the housefurnishing goods trade that there is a break in prices occasioned by the reduction in the number of new buildings being erected. The high prices of building materials has frightened builders, with the result that many articles used in interior construction and decoration are no longer in demand. This break is not serious at the moment, but it indicates a halt in buying. On the other hand, there are indications of a rise in the price of domestic pottery and some classes of glassware, with little or no prospect of a reduction for months to come, as it will take a long time to make up the deficiency now existing.

There has been a slight improvement in retail trading in the metropolitan district. Everything has been against retail business for the last five or six weeks. The President's proclamation, unseasonably cold and wet weather, and the tremendous call for charitable purposes, all have reduced the purchasing power of the consumer. Usually when great crowds come to New York for any special event retailers feel a stimulating influence. Last week New York was thronged with visitors. The hotels, already well filled, could scarcely take care of those who came to see the ceremonies incident to the visits of the French and English commissions. At such times visitors usually take home souvenirs of their sojourn. This year the buying did not reach the proportions expected. Flag dealers did a rousing business, as did the hotels and restaurants. Places of amusement also prospered; but the department stores and other purveyors to those requiring articles for the home or personal adornment complain that they did not get as much as they would in ordinary times. There was some business, of course, but on the whole it was disappointing. People are beginning to recover from the war scare, however, and as soon as any part of the big loan is put into circulation there is no question but that business will revive. With that money householders will have the wherewithal to meet the excessive price of provisions and a little over for the purchase of crockery and glass. Calamity howlers should be suppressed. This country is rich beyond comparison, and there is no danger of a panic. War times always make good business. Whatever trouble comes will be months hence, when prices fall and things get down to their old-time normal basis.

### East Liverpool and Vicinity

The demand for ware continues brisk. Buyers have been arriving as if it were the mid-January season.

No new business is being accepted unless it is understood that prices prevailing at the time of shipment will be charged. Transportation troubles are numerous, and receipts of raw materials are uncertain. The voluntary increase in wages granted pottery workers may sooner or later be reflected in selling lists.



### Pittsburgh and Vicinity

New orders with glass manufacturers are not as numerous as a fortnight ago. There seems to be a feeling among buyers that it is wise

to use caution in placing future requirements, although the manufacturers combat this idea. Production at the different factories has shown a decided improvement during the past month, numerous small strikes having been amicably settled. What prices will be after July 1 no one can tell. Conditions prevailing at that time with reference to cost of raw materials and labor will govern the situation.

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## AT CHICAGO.

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**B**USINESS during the past week has been a little slow. Neither dealers nor consumers are buying in large amounts, and the demand seems limited to staple articles. A strict policy of economy appears to have been adopted. Buying is exceedingly close, and high priced, fancy pottery and glass are taboo. The action of some of the potteries in advancing their prices during the past ten days has not had a stimulating effect on the market, buyers apparently not wishing to get under cover in fear of higher rates. There is a widespread fear of overstocking.

\* \*

B. H. Palmer, traveler for the United States Glass Co., left for his territory last week after spending a few days in the city.

\* \*

Howard Town, traveler for Walter G. Minnemeyer, is in the city after completing a road trip.

\* \*

Burglars entered Vogelsang's Five and Ten Cent Store, on the north side, last week, and after blowing the safe escaped with \$55 in cash and about \$150 in checks. The explosion of the safe was violent, and did considerable damage to the stock in its immediate vicinity.

\* \*

J. Wilson Dalrymple, traveler for the Fostoria Glass Co., was recently in the city at the conclusion of a road trip.

\* \*

The Chicago Furniture Merchants' Club, consist-

ing of the principal retail furniture dealers of the city, has resolved to buy no goods in future from any manufacturer who sells direct to the public. The furniture dealers are heavy buyers of floor and table lamps, brass goods, and premium wares.

\* \*

Guy Crooks, of the Crooksville China Co., made his annual visit to Chicago last week.

\* \*

Dana Richardson, of Burley & Tyrell, is thinking of joining the Officers' Reserve Corps at Fort Sheridan.

\* \*

W. S. Kelsey, formerly traveler for the Corning (N. Y.) Glass Co., was in the city last week.

\* \*

The Restaurant China Co. has taken a lease on the premises at 133 W. Lake Street, and will soon move to that address.

\* \*

Leo Arnstein, buyer for Ed. Schuster & Co., Milwaukee, made one of his frequent trips to the city last week.

\* \*

A charter was taken out last week for a \$5,000,000 corporation to engage in a general merchandise business. It is understood that at least a dozen branches of business, including crockery and glass, are covered by the charter. The company is backed by leading financiers, it is said, but details have thus far been very difficult to secure.

\* \*

E. A. Hinrichs, representative of the Onondaga Pottery Co., Syracuse, N. Y., was at the factory last week.

\* \*

George Sedelmeier, who is in the crockery and glass business in Bloomington, Ill., was in the city on a business trip last week.

\* \*

John Jacklin, buyer of crockery and glassware for one of the department stores of Des Moines, Ia., is expected in the city during the next couple of weeks.

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## ANNUAL GLASS MEETING.

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**A** MEETING of the National Association of Manufacturers of Pressed and Blown Glassware will be held at the Marlborough-Blenheim Hotel, Atlantic City, July 23, preliminary to taking up the wage question with representatives of the American Flint Glass Workers' Union at the same place on July 24. At present various locals of the workers' organization throughout the country are electing delegates to attend the annual convention at New Bedford, Mass., beginning Monday, July 9, and from New Bedford the wage committee will go to Atlantic City for the purpose of arranging a wage schedule covering the blast of 1917-18.





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
Tips to Dealers Looking for Ready  
Sellers.



### SEVEN ORIGINAL CUTTINGS.

Adding to their already large and exclusive designs in cut glass, L. Straus & Sons announce this week seven new and original cuttings. They claim to have the largest line of cut glass flower vases in the market. The well-known quality of Straus cut glass needs no comment. Neither need it be stated that they get out exclusive patterns. It is of interest, however, to all buyers to know that they have new designs on view and that deliveries can be made.

### NEW DUNCAN & MILLER ITEMS.

Additional interest was created in the No. 91 line, the latest achievement of the Duncan & Miller Glass Co., by the arrival last week at the salesroom of Paul Joseph of several new pieces in this design. A handled tea and a handled grape juice are two seasonable items that are very pleasing. Then there is a tall pitcher, a three-pound urn-shaped candy jar, a twelve-inch vase, two new sizes in baskets, and a new-style candlestick. A line of nappies in a deep, flat-edge effect, plain crystal, in four sizes, has also just been placed on view. These are new styles in baskets in the No. 54 Colonial line, as well as in No. 89—the partially-completed pattern designed especially for cutters and engravers.

### BRASS AND MAHOGANY NOVELTIES.

Max Hirsch, the recently-appointed representative for the Lehman Bros.' factory, manufacturers of brass art goods, electric novelties and nickel-plated ware, is making a most attractive display of the line at his new salesroom, 10 West Twenty-third street. An interesting array of specialties is included in the exhibit, such as novelties in smokers' sets in mahogany and glass as well as in brass. There are also mahogany fruit bowls fitted with silver fruit knives, nut bowls with nut picks and cracker, as well as an individual nut bowl with nut pick and cracker. These are in attractive designs, beautifully made and finished. Among other items is a new assortment of artistic trays in mahogany, old English oak and white enamel. The showing of brass portables comprises various pleasing styles in adjustable floor and table lamps, besides an excellent line of desk lamps with adjustable shades, the bases having ink wells and pen wipers attached. The line of brass

goods also contains some unique designs, such as waste baskets in woven or latticed patterns, umbrella stands, fern dishes, jardinieres and pedestals, trays, etc., plain or hammered in novel styles that will be appreciated by the buyer. Altogether it is a collection of "sellers."

### CONFECTIONERS' GLASSWARE.

Among the specialties turned out by the Co-operative Flint Glass Co., shown at the salesroom of Demorest & Co., is a large assortment of opal glassware for confectioners which features many new ideas in shape and design. There are tumblers in several styles, banana splits, sherbets, straw jars, covered syrup bowls, grape juice glasses, etc. One of the latest additions that is taking especially well is a new tall style sherbet in a paneled Colonial pattern with a crimped top. Besides being more than ordinarily attractive to look at, it is an article that appeals instantly from an economical standpoint, for, while it has the appearance of being large, it actually holds less than the usual styles. The glass itself is of a rich, creamy white, with a noticeable absence of the bluish hue characteristic of most opal glassware.

### NEW CREATIONS IN COPENHAGEN WARE.

In the large invoices of Royal Copenhagen goods which Mr. Lober, the New York agent, received last week were some very choice specimens. Fine as their productions invariably are, they have never before sent anything which would compare with these pieces for artistic beauty in decoration and glaze. One in particular, about thirty inches high and eighteen or twenty inches in diameter, is a gem. There are some new animal figures in the collection that will delight connoisseurs in this class of goods.

### NEW PIECES IN A POPULAR LINE.

The exhibit of the United States Glass Co.'s new No. 15181 line has been augmented this week by several new pieces. The line is quite original, the shape being octagonal, with alternating narrow and wide panels, the decoration consisting of a line engraving arranged in band effect and finished with an inverted lace-like scallop which is very dainty. Plain blanks are supplied to cutters and decorators, who have found

it ideally suited to their needs, as it admits of artistic effects not possible with most lines.

#### MARBLE LAMPS AND FIGURES.

Ferdinand Bing & Co.'s Successors showed last week one of the finest lot of marble lamps and shades that have ever been seen in this market. They range all the way from boudoir size to tall floor lamps. By the same ship they received a big lot of marble figures, busts and groups. The prices are very low when one considers the difficulty of getting this kind of goods at all.

#### DESKS SETS AND OTHER ART METAL GOODS.

The comprehensive display of art metal goods shown by the Bradley & Hubbard Mfg. Co. is replete with items and finishes of distinct originality. The desks sets, in chaste and original designs, range from dainty finishes and delicate colorings for milady's escritoire to the heavier effects that appeal more to masculine taste. The character of the various finishes is deserving of special praise, being decidedly different from what are ordinarily seen. What has been said of the desk sets applies equally to the remainder of the line, which includes smokers' sets, book-ends, ash receivers, figures, and other useful and ornamental articles.

### ARTHUR W. WHELOCK RETIRES FROM CROCKERY BUSINESS.

**T**WENTY-NINE years ago a young man full of energy and abundant confidence in his ability to win out went to Rockford, Ill., and opened a crockery establishment which rapidly developed into a business that grew by leaps and bounds to its present proportions of importance in the commercial activities of that city. He is now to retire from the field in which he has been active so long.

This man was Arthur W. Wheelock. Starting on West State street, he later moved to South Main street, where he is still located. For nine years he also conducted a crockery establishment in Milwaukee, which he closed out two years ago, and during the past nineteen years he has owned a big crockery store in Des Moines, which he closed out only a fortnight ago.

Mr. Wheelock is not yielding to any sudden impulse in deciding upon a change in business. His ambitions are for bigger achievements, toward which he has been seriously working for several years; and the plans are now so far matured that he will immediately close out his stock, lease his store and embark in an altogether different business, the larger possibilities of which appeal to him most strongly.

The move will not affect, in any way, the Wheelock stores situated at Peoria and South Bend.

In our "Special Notices" column will be found an advertisement offering the stock for sale. This is one

of the biggest chances ever offered for the purchase of a growing, money-making crockery business. Mr. Wheelock has had a monopoly of the trade in Rockford for a long time, but as he has bigger things in prospect he is willing to let somebody else come in on the ground floor.

### OBITUARY.

**F**REDERICK SIEM, with the American Import Co., died in Japan recently while on a buying trip to that country, aged thirty-four. He was born in Germany, coming to this country with his parents at an early age. He was educated in the East, but before he was twenty-one went to the Pacific Coast and obtained employment with the Nathan-Dohrmann Co., San Francisco, where he rapidly rose to the position of buyer. In 1911 he became associated with the American Asiatic Co., and in 1916 buyer for the American Import Co. He was eminently successful in his vocation, having a personality which made him many friends. He leaves a widow and a daughter, who were with him in Japan.

### BUSINESS BRIEFS.

Powellton Cut Glass Co., Philadelphia, has been incorporated with a capital of \$10,000.

\* \*

The Barnard Toy Co., Toledo, O., has been incorporated with a capital of \$35,000 to manufacture metal toys.

\* \*

Playthings Corporation, Albany, N. Y., has been incorporated to manufacture toys and games. Capital \$36,000.

\* \*

F. W. Woolworth's five and ten cent store at 225 Collinsville avenue, East St. Louis, Mo., suffered loss of \$10,000 by fire May 12.

\* \*

The Charleston (W. Va.) Department Store has been incorporated with a capital of \$50,000. Incorporators: O. J. Torrison, J. S. Darst, John M. Miller, C. S. Morgan, L. S. Slaughter and G. C. Sites.

\* \*

Discovery of what is believed to be a large deposit of feldspar near Middletown, on the Connecticut river, has resulted in the organization at Bridgeport of the Tidewater Feldspar Co., with a capital of \$50,000.

\* \*

D. Wolff, who has been on Fulton street for many years catering to the hotel and bar trade, and who recently leased a five-story building at 192 West street, is now installed in his new place and ready to receive visitors. His store, which is much better and larger than his old place, is nicely fitted up and he makes a fine display.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

A flock of buyers has been in this district within the past fortnight, and the Elks Club, where the crowd registered, looked like it does in the

mid-January season. Sales managers say they have nothing for immediate shipment, and some of the buyers have placed specifications for car lots to be shipped next January. Such conditions as now prevail were never before heard of here. When one buyer was asked what success he had in getting ware for quick shipment he said: "I will get a car late in July and another in August, and am glad to get the stuff even then."

\* \*

Among the buyers registered at the Elks Club were J. J. West, for Powers Mercantile Co., Minneapolis; Albert Binswanger, for Joseph Horne Co., Pittsburgh; J. P. Kelly, for Huey & Phillips Hardware Co., Dallas, Texas; Messrs. Warner & Freeze, for Erie (Pa.) Dry Goods Co.; F. J. Casterline, for Pitkin & Brooks, Chicago; George H. Charlton, for the Jones Store Co., Kansas City, Mo.; Harry Lowengard, with M. Sellers, Portland, Ore.; R. Jassmann, with Meier & Frank Co., Portland, Ore.; E. Munroe, with Lion Dry Goods Co., Toledo, O.; Charles Rosenheim, Louisville, Ky.; Leo Himmelstern, of Himmelstern Bros. Co., San Francisco; A. G. Halgren, with Albert Pick & Co., Chicago; H. M. Rich, New York; Mr. Bernheiner, New York.

\* \*

The high chair baby plate made under patents and controlled by the T. A. McNicol Pottery Co. is having a record sale this season. This plate is available for immediate shipment in either plain white or decorated. Childhood scenes form the basis of the decal treatments.

\* \*

Buyers who have come into the district with the thought of placing business for delivery after July 1 at current prices have been jolted rather severely. There is no denying the fact that "there is no future market." One buyer here this week offered a factory a car order on a basis of 20 plus 10 and 10 for September delivery—an extra 10 above the current market. He was told that there was "nothing doing." Business is only

being accepted conditionally both as to prices and time of delivery.

\* \*

So that the trade may know what effort is being put forth in this district to "get" loafers we reproduce the following advertisement appearing in all local newspapers:

**A WAR MEASURE.**—Mothers and wives having sons and husbands who will not work are requested to report the same to H. P. McCARRON, Census Taker of the Unemployed, 406 Jefferson street, city.

The names are being tabulated and presented to the Federal authorities, and from this list the first selections will be made. This city is to furnish nearly 200 on the first draft. The taking of the census is having a wonderful effect in driving these men and youths back to work, and keeping them out of the pool rooms and saloons.

\* \*

That the National Brotherhood of Operative Pottery should have an elastic apprentice rule is asserted by the manufacturers. Such a rule is needed now, and needed badly. Dozens upon dozens of positions are open. Ample work is available for all who seek it, but the rules of the union are such that only a certain ratio of apprentices can be employed to a certain number of journeymen. Conditions just now are different from what they were even two years ago, and it is likely that the matter will be brought to the attention of the Brotherhood officials at a very early date.

\* \*

The Pennsylvania Railroad Co. has placed an embargo on all carload shipments out of East Liverpool where such cars are consigned to points off the Cleveland and Pittsburgh division. Less than carload lots are being received only to certain points on this division. Many shipments are consequently being held up.

\* \*

In order to secure an ample supply of Southern clays the Homer Laughlin China Co. has resorted to rather unusual methods. The firm has arranged to load a barge of clay at a point "somewhere along the Kentucky-Ohio river border" and have the barge towed

up the Ohio River to the Newell plant. The cost is a secondary consideration, the main idea being to get the clay. This is the first time in history that clay from the South has been brought here by river.

\* \*

W. J. Mackey, who recently assumed the position of sales manager for the Southern Potteries Co., at Erwin, Tenn., has left here to take up his new duties.

\* \*

The Pennsylvania Railroad Co. has been allowing the Potters' Mining & Milling Co. only one or two cars per day for the loading of flint and spar. In several instances the local plants have had to send teams to get this material.

\* \*

A meeting of the United States Potters' Association is expected to be held at an early date, when the recent action of the Labor Committee granting a voluntary increase of wages to workers will be officially brought to the attention of the manufacturers. The committee was empowered to act, and the coming meeting will be for the purpose of hearing a detailed report of the conference.

\* \*

The Oakwood China Co., of this city, recently capitalized at \$150,000, now located in a small building, has taken an option on Plant No. 1 of the General Electric Porcelain Co., in East End. J. A. MacCamant, one of the promoters of the new company, states that indications are that the plant will be taken over and put in operation at an early date. The concern has been buying plain white and decorating only.

\* \*

An action involving shares of stock in the Knowles, Taylor & Knowles Pottery Co. was filed in the Common Pleas Court by Homer H. Knowles against Joseph G. Lee and wife, his uncle and aunt. On Nov. 8, 1906, when he was twenty-two years old, Knowles says he was indebted to the First National Bank of East Liverpool in the sum of \$11,800, the bank holding his note for this amount, which was to fall due on Feb. 15, 1907. At this time, Knowles states, he arranged with J. G. Lee and John N. Taylor to lend him the money with which to pay the note. As security he claims he transferred to them 350 shares of the capital stock of the K. T. & K. Co., each share being of the value of \$100, and 150 shares in addition which were in possession of the executors of the estate of his mother, the late Ida S. Knowles. He states that at the time the note was paid the stock was to be transferred on the books, one-half of it to Lee and one-half to Taylor, and it was provided in their agreement that at any time within three years he wished to redeem the stock he could do so by the payment of \$11,800 with interest, but that if the same was not redeemed within this time the stock was to be the property of Lee and Taylor. In May, 1913, Knowles states that he wished to redeem the stock, and paid to John N. Taylor the amount in full, with interest, and the stock held by Taylor was trans-

ferred to him; but Lee refused to permit him to redeem that part of the stock held by him. The stock, Knowles stated, is now worth \$25,000, and he alleges that Lee has transferred it to his wife for the purpose of preventing him from redeeming it. He also states that he is entitled to certain shares of the stock of the Mining and Milling Co., a part of which Lee has issued to himself. He asks that he be permitted to redeem the stock and that an accounting be taken of the dividends received on the same.

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#### ACME LAMP CO. IN NEW QUARTERS.

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THE Acme Shade and Lamp Co., manufacturers of wood portables, silk and other novelty shades, formerly at 120 West Twentieth street, are now occupying quarters with the Imperial Art Glass and Lamp Works, 205 West Nineteenth street. The former concern is controlled by Chas. P. Le Berthon and Joseph Vallin, also owners of the Imperial factory, who decided upon the change in order to enable Theo. Smith, who has acted as manager of the Acme Co. since it was started about two years ago, to devote his time to traveling in the interest of the concern, as well as to release the entire quarters on Twentieth street for manufacturing, the growth of the business requiring a considerable increase in factory facilities. Messrs. Le Berthon and Vallin have provided a showroom entirely separate from that where their line of metal lamps is displayed and have equipped it in fine style. The buyer will find a visit to 205 West Nineteenth street more worth while than ever, with two attractive lines to engage his attention. Between them practically every need for the lamp department can be met.

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#### FOSTORIA GLASS CO.'S NEW SALESROOM.

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AS the result of excellent judgment, first in the selection of location, then in the good taste displayed in equipment, the Fostoria Glass Co. have a salesroom at 141 Fifth avenue, corner of Twenty first street, of which they have every reason to feel very proud. After ten days of continuous work the quarters are entirely to rights. The first thing that impresses the visitor is the flood of light afforded by the many windows that line the Fifth avenue and Twenty-first street sides of the room. Directly to the left of the entrance is a section devoted to special decorated lines. To the left of this is Mr. Nixon's private office and those of Chas. L. Weddle and his other assistants. Occupying one entire side of the room is a series of compartments -- one containing pressed tumblers, goblets, etc., and other blown ware, another decorated lamps, and so on. There are twenty-one tables, and mirror-backed fixtures line the walls. The immense increase in space



afforded admits of displaying every line without overcrowding—a decided advantage over the downtown shewroom, where the beauty of many of the lines was materially lessened on account of inability to show them properly.

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## BOSTON BUSINESS NOTES.

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**B**USINESS, both wholesale and retail, has started up noticeably this week. Buyers have been in in goodly numbers, and a cheerful spirit is again in the air.

Frank J. Chase, of Chase & Francis, is back from a trip to the East Liverpool potteries, where he went principally to speed up deliveries on orders.

Orders for outfitting warships and patrol craft taken over by the Navy, together with supplies for the Naval Reserve training stations, continue to be received in goodly quantities.

Burrows & Sanborn, Lynn, are starting work on a three-story brick addition which will double their floor space.

"Joe" Davis, representing the Knowles, Taylor & Knowles Co., East Liverpool, was at Young's this week.

J. Wildy Chaput, the new buyer for Harrison, Morey Co., Woonsocket, R. I., paid his first visit to Boston in his new capacity the other day; and if his right arm didn't ache that night it wasn't from lack of handshaking by his old friends.

Emerson Wilson, formerly buyer for the C. A. Hoyt Co., Manchester, N. H., has become assistant to George A. Guest, buyer for the housefurnishings department of the Jordan-Marsh Co.

William Bush, representing the Beaver Valley Glass Co. and the Fry Cut Glass Co., is showing samples at Young's Hotel.

C. A. Ross, Skowhegan, Me., was here this week placing orders to fill up his stock for summer.

Toy dealers will be glad to learn that the Governor has signed the bill passed at the behest of the Retail Trade Board forcing itinerant vendors to file a \$500 bond before starting in business.

The Mitchell, Woodbury Co. has voted that, owing to the high cost of living and the burden it imposes on people with small or moderate salaries, it will give a bonus of \$5 a month to all its employees whose pay is \$20 a week or less. This will apply for the next three months, and if at the end of that time conditions do not

improve with regard to living expenses the plan will be continued indefinitely. Theron T. Romer is back from a trip through western Massachusetts; Homer V. Sullivan is on a tour through New York State, and Warren Marrill, of the hotel department, is in Maine.

A Boston trade friend of W. E. Noyes, of the W. T. Grant Co., received the other day a postal card saying that the twenty-ninth store of the Grant chain had just been opened at Pittsburgh. "Rained all day," wrote Mr. Noyes, "but biggest kind of business."

It looks as though every woman in Greater Boston is "putting down" eggs in water-glass so as to preserve them against the high prices expected next winter, with the result that it is almost impossible now to buy a four or five-gallon stone jar hereabouts. Prices for these jars are naturally on the up grade all the time.

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## IMPORTS FROM STOKE-ON-TRENT.

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**T**HE imports of china and earthenware from Stoke-on-Trent, England, to the United States during the month of April amounted to £19,192, being a decrease of £5,869 compared with the figures for the month of April, 1916.

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## URGES USE OF GLASS CONTAINERS.

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**T**HE action of the Department of Commerce in urging manufacturers of non-perishable articles to pack their wares in glass or other containers is eminently sensible at this time, and fully in line with the programme of preparation for any eventuality incident to a protracted war. The United States has crying need for tin cans for perishable products, and the needs of the nation are now rightly given precedence over everything else.

Incidentally this will throw an immense amount of good business to glass manufacturers. There are many big factories in this country which can turn out enormous quantities of containers and all kinds of packing ware, says "The Glassworker," and it is reasonably certain that they will be urged to devote a large percentage of their production to this kind of ware from now on, for the government wants the tins, and the manufacturers of the articles usually contained in tin cans must naturally hasten to find a substitute.

Among the non-perishable articles designated by the Department of Commerce are tobacco, coffee, tea, spices, baking powder, powdered paints, syrup, cocoa, lard, cheese, butter, and soap powder. The government has already received assurances that many manufacturers are willing to "do their bit" by conserving tin stocks, of which canners demand forty per cent more than manufacturers are able to supply.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY  
WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:  
TEL. 5092 BARCLAY.

MECHANICAL DEPT:  
TEL. 5086 BARCLAY.

### SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

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Canada.....	3.00
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Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 17, 1917

UNDER present conditions the United States Government takes precedence over all others in having its orders filled. If there is any hesitancy in meeting its wishes the War Department has the power to take possession of any factory, running it as long as is necessary. It can compel dealers in raw materials to furnish supplies and commandeer cars to transport them. Such action has already been taken in several instances.

WHEN the big Preparedness Parade was organized last year, Chas. H. Sherrill, head of the project, appealed to the crockery trade for participants. The Salesmen's Association took the matter up, and made a good showing. Mr. Sherrill now calls on the trade to supply as its quota 150 men to fill up the ranks of the National Guard, and as we go to press a meeting is being held for that purpose in the rooms of the Crockery Board of Trade.

### PSYCHOLOGY OF THE DISCOUNT.

THE adding of ten, twenty, or any other percentage to the foot of an invoice excites ire and breeds rancor in the breast of the buyer. He is accustomed to discounts, but a plus at once antagonizes him.

The retailer figures his costs, adds his percentage for profit, and then marks his goods. The manufacturer or importer does precisely the same thing. The retailer knows he must pay a profit to the wholesaler. Then what difference does it make how the latter's price

is quoted? He is going to get his rates, whether he adds a plus or takes off a discount.

Yet salesmen say that all over the country it is easier to sell goods when a discount can be made than where net prices are quoted. And there is always a "kick" when a plus is added.

## PERSONAL.

It will not be surprising to those who know Captain Wm. D. Finke, New York representative for a number of factories, to learn that he has been nominated for appointment as Major in the Coast Artillery Corps. Capt. Finke's record in the service was bound to be recognized by promotion. He is what may be termed a born military man, and the type of those upon whom the country can place absolute dependence in times of stress.

"Sandy" Fraser, who travels in the interest of the Beaver Valley Glass Co., was a week-end guest at the home of Frederick Skelton, New York agent for the concern.

Norman C. Walker is home from his spring trip for Meakin & Ridgway and is feeling joyful over the results. In spite of untoward conditions it was one of the best trips he ever had.

R. F. Van Arsdale, executor for the estate of Wm. Rowland, New Brunswick, N. J., was in New York this week and said that business was excellent in every respect. While he had difficulty in getting some kinds of goods, in the main he was well supplied.

To reach the age of seventy and still be active in business is something of which to be proud. What, then, should be said of a man who has seen seventy years of service with one concern? Walter M. Aikman, president of the Central Stamping Co., celebrated the anniversary of that event this week, having started with N. E. James & Co. (who united with another concern to form the Central Stamping Co., of which he is now the head) in 1847.

R. J. Rader, of the Cox & Lafferty selling staff, is another of the young men in the trade to enlist. He joined the Ninth Coast Defense last week and is anticipating a call within ten days to Fort Monroe, Va.

Friends of Geo. F. Mackey—and they are many—will sympathize with him in the loss of his father, who died May 12 in his ninety-second year. He was a kindly, patient man, and though in feeble health for a



long time, and blind for the last two years, never complained. He was the second oldest charter member of Daniel Carpenter Lodge No. 643 F and A M.



Chas. Hass arrived in New York on Friday—his first visit since he went with Raphael Weill & Co., of San Francisco. He will go to Boston Sunday night, return here the middle of the week, and leave for Pittsburgh on the following Friday night; thence home.



G. Phil Ghisi, with Nordlinger & Son, arrived in town on Friday, as expected.



A large American flag, the gift of the National China Co., was swung to the breeze from one of the windows of H. Benedikt's salesroom, 7 West Twenty-second street, on Tuesday of this week. Appropriate ceremonies were observed, and Miss Grace Webster, Mr. Benedikt's assistant, sang the "Star Spangled Banner" with telling effect as part of the programme.



Thos. A. Neely, with Strouss-Hirshberg Co., Youngstown, O., was in town this week buying trunks and bags. He says business is fine. He would not look at china.



Leon Sultan, with L. Straus & Sons, arrived home on Monday after a month's trip which took him as far South as Charleston, S. C. He had a big trade—which, considering that he did not start out until after the declaration of war, is a little surprising. His largest business was on Straus Cut Glass.



Jas. J. Temple, manager for L. Bernardaud & Co., who has been making a trip through the Middle West, returned on Wednesday, and will remain here for a week looking after matters requiring his attention, when he will leave again to complete his interrupted tour.



Albert Rehberger, of the Saul Mfg. Co., was looking very good-natured on Monday morning upon his return from a week's trip through the State that netted some very satisfactory business.



J. W. French and Wm. Noble, travelers for John Davison, are in from satisfactory spring trips. They will not go out again until the fall season.



Albert Jassman, buyer for Meier & Frank Co., Portland, Ore., arrived in town the latter part of last week to make the rounds of the local dealers. Mr. Jassman, almost invariably one of the first buyers to arrive for fall goods, is here earlier than usual this year

owing to the abnormal conditions prevailing in the china and glassware markets. He is a firm believer in the proverb concerning the "early bird."



Ralph Haley, western Pennsylvania salesman for the United States Glass Co., and a son of Reuben Haley, director of designing for that company, came to New York last week to enlist in the aviation training corps. He is the second of the office force of this company to offer his services to the nation.



Other buyers in town this week were G. A. Dahlgren, with A. M. Rothschild & Co., Chicago; A. Goldberg, Atlanta, Ga.; M. Caro, for Mitchell, Woodbury Co., Boston; S. Eckhaus, Baltimore; H. B. Gavitt, of F. L. Gavitt Co., Westerley, R. I.; E. C. Tarr, of E. C. Tarr Co., Boston; B. G. Twitchell, for Callender, McAuslin & Troup Co., Providence, R. I.; E. N. Smith, for W. L. Milner Co., Toledo, O.; F. L. Warren, for Wise, Smith & Co., Hartford; W. Mulcahy, for Chandler & Co., Boston.

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#### CHANGE THEIR TRADE-MARK.

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THE Iroquois China Co., Syracuse, N. Y., call attention in their advertisement on another page of this issue to a change in the trade-mark on their hotel, club and restaurant china. The new mark will read: "Iroquois U. S. A. China." Application for same is now pending with the United States Patent Office.

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#### POTTERS STILL UNSATISFIED.

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THE recent increase in wages of the operative potters included a five per cent advance to mold-runners and batters-out and a bonus of twenty-five cents per day if they work eleven or more days a pay. The workers are not satisfied with this, and on Tuesday about a hundred of them in East Liverpool struck for the bonus without restriction as to the number of days they work.

On Wednesday the strike spread, and as we go to press the situation looks troublesome, to say the least.

Over 300 gilders, liners and tinters served notice on pottery owners in East Liverpool, Wellsville, Chester and Newell that they would walk out Friday morning unless they were granted a ten per cent increase.

Members of Local Union No. 95, Decorating Kiln Firemen, are threatening a strike because they were not included in the increase announced last week. No action was taken in their case for the reason that they do not work under a uniform wage scale because the work varies in the different plants, and each has its own scale. While the Potters' Association has thus far re-

fused to treat with any branch of labor not affiliated with the Brotherhood, it is stated that this case may be made an exception under existing conditions. The Local has a membership of about 125.

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### PREDICTS BOTTLE SHORTAGE.

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WITH the present high cost of production too much cannot be said of the waste of bottles and the loose system of the majority of bottlers in handling these valuable assets. So careless have they been with them that the public has come to consider bottles as of no value. Small wonder, when the owner practically gives them away.

The time has come to get out of this rut. Bottles must be handled as cash, says the "American Bottler." The trade is facing a serious bottle shortage. Before the summer is well begun containers will be at a premium. Now is the time to start requiring a deposit.

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### WORK OF THE TARIFF COMMISSION.

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IN last week's issue we announced the fact that two or three members of the new Tariff Commission are going abroad to study in England, France, Russia, China and Japan the tariff and trade problems which will arise after the war, so far as they can now be foreseen. With the help of our diplomatic and consular representatives, by conferences with officers of foreign Governments, and in other ways, they will ascertain what trade policies may be proposed. These must be considered in the peace negotiations and final agreement. The information obtained by the Commissioners will be very useful at Washington in shaping our own trade policy. Probably we shall have no tariff legislation while the war continues, and the Commission's only duty at present is to make thorough preparation for what will be done immediately after the declaration of peace.

"This work of preparation, of which the inquiry in foreign lands will be a part, is of exceptional importance," says the New York Times, in a recent editorial, "and the Commission has wisely undertaken it without delay. Its recommendations will be needed when our Government assists in making the terms of peace and also afterward, when action affecting international trade is taken here by Congress. There can be no trustworthy prediction now about the action that will be required. It will be determined by new industrial conditions here and abroad and by the new tariff legislation of European nations now belligerent. A part of the Commission's work will be its study of treaty relations in the past and its preparation for the negotiation of new commercial agreements after the close of the war. There must then be thorough reconstruction

of the entire treaty fabric, and our tariff will be revised.

"While there was never any evidence that economic plans of the Entente Allies involved trade hostility toward this country, everybody must admit now that association with them of the United States as a belligerent leaves no warrant for talk about a trade war against us. Our war partners will need help then, as they do now, and the United States will desire to help them in trade ways. In tariff revision here and in the new commercial agreements the helpful spirit should be shown. Fortunately, the character of the Tariff Commission gives assurance that its recommendations and acts will be in accord with this spirit."

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### ONE OF HADES' PAVING STONES.

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BEFORE leaving home one day last week, D. King Irwin, the popular New York manager for the Cambridge Glass Co., engaged a man for a half day to plough up a small patch of ground at his home at Short Hills, N. J. Upon his return that night he found the lot, together with his beautiful lawn, all ready for cultivation. Having finished the small plot in a short time, and being of a conscientious sort, the man no doubt argued that Mr. Irwin would be agreeably surprised at his thoughtfulness in providing him with a miniature farm. Mr. Irwin was surprised all right. However, the damage was done, and there was nothing left but to make the best of it. Hence he may now be seen in his spare moments doing what may be truly termed intensive farming—so intensive, in fact, that he is up with the birds in the morning and hard at work until the sun sinks behind the hills at night.

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### SPECIAL NOTICES.

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The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

**WANTED**—One second-hand large size pebble mill or grinding cylinder. Address SHENANGO POTTERY Co., New Castle, Pa.

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### WANTED TO LEASE.

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**WANTED** to lease, with option of buying, a pottery (from two to six kilns). Address Box 718, East Liverpool, O.

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### FOR SALE.

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**THE A. W. Wheelock** business, of Rockford, Ill., for sale. Stock consists of china, glass, lighting fixtures, cooking utensils, talking machines, silverware. Store is well located. Clerical force is trained and organized, and various departments well looked after. Last year's business largest ever had but one. Store is located in center of business district. Two large stores handling this class of goods have closed out their stocks within a few months. Population 60,000, and growing rapidly. Rockford needs this store. No other stock of this kind in the city. Business established twenty-nine years and always made money. Present owner going into another business on a larger scale. For information, write owner, A. W. WHEELOCK, 107-109 S. Main Street, Rockford, Ill.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

For some weeks certain interests have been agitating economy in all directions; but retail dealers and manufacturers say that such action will work to the detriment of the various industries, and that in the end the working classes will suffer. Newspapers throughout the country have started a campaign against this false economy movement. To economize on foods, because of the scarcity of the different commodities, is within reason; but to economize on manufactured articles is only decreasing the wage-earning power of the country. The quietude in the glass trade is expected to continue only for a short time, for buyers are really in sore need of glassware.

Factory managers, heads of departments, salesmen and officials of the United States Glass Co. to the number of forty gathered about the festal board in the Ft. Pitt Hotel a few nights ago to talk over business conditions. President M. G. Bryce presided, and between talks there were songs and music. The evening was pleasantly passed, and the gathering resulted in much good being garnered by all who attended. The affair was arranged at the direction of Mr. Bryce and other officials of the company.

Harry A. Ross, general manager for the Pittsburgh Lamp, Brass and Glass Co., is en route to the Pacific Coast via the Southern route, accompanied by Mrs. Ross, business and pleasure being combined. Their first stop is at New Orleans, from whence they proceed across the Southland to Los Angeles, thence north, and homeward via Denver. Mr. Ross will visit all agencies and factory representatives during this journey.

Louis Fritz, glass buyer for Butler Bros.' New York office, has been spending a brief season in the district.

Effective July 1, all orders for glassware then on file will be subject to any price that may be prevailing at that time, or to cancellation on the part of buyers if such price is not satisfactory. No one knows what

conditions will be at that time. Manufacturers are making every effort to get all shipments possible off before that date.

Walter Lazure, who has been out for three months with the United States Glass Co.'s lines in the South and Middle West, returned to the home office this week.

Labor troubles in the glass factories in the vicinity of Jeannette, Pa., have been adjusted, and all plants are now in operation. At the plant of the McKee Glass Co. an additional furnace has been fired.

A distinct novelty, and one that gives promise of having a great demand, is the red, white and blue electric glass shade just issued by the Pittsburgh Lamp, Brass and Glass Co., fully described in our last issue. Permission to market it has been granted by the Government, and it has been named the "Patriotic Shade." The glass is heat-resisting, and the item retails for \$1. The design has been copyrighted.

Frank Lang, who has been traveling the Eastern territory for the local office of Kinney & Levan, has returned home and is in charge of the local branch while his father, Watson W. Lang, is taking a holiday traveling the Tri-State territory by motor.

It is generally admitted that the freight car situation is anything but favorable. Traffic managers of all glass factories have been advised by the carriers that coal and iron ore are first-preference freight, and all other commodities will be held up in transit to give the foregoing the right of way. Traffic managers cannot tell from one hour to another what to expect. Embargoes are still numerous, and when one is lifted it seems that several more are announced. It is generally believed here that if there were boats plying between this port and New Orleans the situation would be greatly relieved.

Some large buyers of novelties in glass have advised the manufacturers that hereafter they will refuse to buy, or even consider buying, any item having the



national colors thereon or therein unless the manufacturers guarantee them against possible future damage claims. There is such a division of opinion among attorneys concerning the interpretation of the Federal and State laws upon the use of the national colors that buyers are taking every precaution. The Pennsylvania State law upon the use of the American flag on any item of merchandise is said to be the most drastic of all the laws on the subject.

#### AMERICA'S SEARCH FOR NATIVE POTASH.

NOT till the opening of the European war and the subsequent blockade of Germany did American manufacturers come to a full realization of their helplessness in the matter of potash and its derivatives. So long as Germany had an abundant supply of available salts laid away by nature in pockets that permitted mining operations she sold freely at prices which made unattractive, if not absolutely impossible, any competitive production on a practicable commercial scale either in this country or in any other land outside of the German Empire.

When the war cut off the German supply of muriate few manufacturers in the United States had any large stock of potash on hand, and when the duration of the war indicated that it would be long continued some of them awakened to the imperative need for discovering native sources of supply.

It was obviously impossible for any chemical research engineers, chemical manufacturers or match manufacturers or companies interested in the manufacture of explosives to discover any potash deposits in America such as the Germans possess. The field in this country and all civilized countries abroad had already been thoroughly exhausted by prospectors for any such native materials. It was known that, with the possible exception of a certain tract in Spain, no such deposits as the German and Alsace-Lorraine beds existed in any known part of the world. Certain engineers, however, thought that potash might be obtained to a limited degree from other sources in this country if processes could be well developed in the laboratory and such processes could be made practical and commercial on a manufacturing scale, though this was manifestly necessary at a cost that would not be prohibitive, even during these war times. There are few, if any, engineers in this country who have ever felt that it is possible to devise a process for the manufacture of potash in this country or in any other that could compete with the German material after the war. Hence investors or manufacturing companies or chemical houses putting money into the manufacture of potash in this country have exhibited a great deal of courage, inasmuch as new processes are expensive to develop, require much time, and possibly soon after they were developed the war would cease and the courageous spend-

ers of money to produce the needed article would lose heavily on the venture.

There have been other materials long known to contain potash in greater or less proportion, and these have been thoughtfully considered by the United States Government and research chemists from coast to coast. A vast sum of money has been spent and lost in this country in an endeavor to obtain potash from feldspar. Much has also been lost in an attempt to combine the cement industry and the feldspar operation in order that potash and cement might be produced commercially at such a manufacturing plant. All the feldspar operations that have been exploited to date have been pronounced failures, and millions of dollars have been lost in attempts to produce potash from such rock. The feldspar and cement plants have likewise proved unsuccessful up to date, although much money is still being expended in attempts to put such plants on a commercial basis.

The United States Government and a large number of private manufacturing concerns have thought well of sea kelp as a source for the production of potash salts, and the Government is now erecting a \$200,000 experi-

*Continued on page 22.*



## Let Nick and Pull

### *work in your store*

**Blaisdell China and Glass Marking Pencils** are used exclusively in the leading china, glass and art stores everywhere.

For marking prices on china, glass, crockery, gold, silver or any other polished metal, ivory, stone or any smooth surface, these pencils lead the world. They are made specially to meet the requirements of leaders in the trade.

A slight pressure on a Blaisdell makes a clean, legible price mark that is waterproof and wear-proof, but that can be easily removed when desired.

THE BLAISDELL CHINA AND GLASS MARKING PENCILS will not scratch the most delicate surface. Engravers on French ivory, gold and silver, as well as workers on glass and metal signs find the Blaisdell indispensable.

For quickly producing brightly colored, artistic show cards, or for writing signs on your show cases and windows, this pencil is supreme. Save time in marking prices. Just "nick" a Blaisdell between the perforations and "pull" the narrow strip of paper straightaway. Your pencil is sharpened instantly. No fuss or muss—no lost time.

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No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price \$1.35 per dozen; \$13.50 per gross.

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NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



mental plant at Santa Barbara, Cal., to study this general proposition and obtain knowledge which, it is thought, will be of use to the industries which have already ventured in this field.

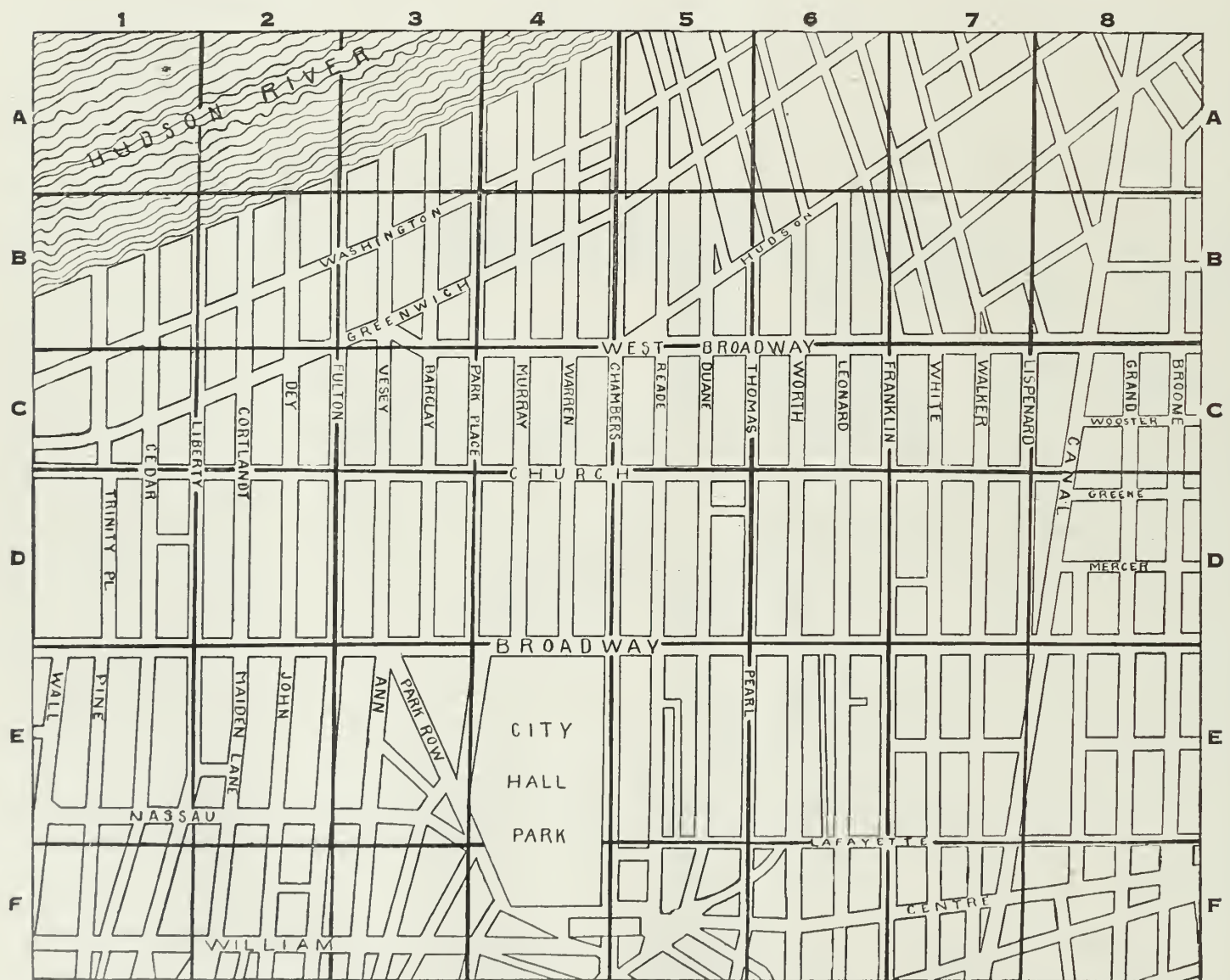
The story of the manufacture of potash from sea kelp on the Pacific Coast is a most pessimistic one. Millions of dollars have been lost in attempts to obtain commercial high grade muriate salts from kelp. A large number of companies have gone out of existence, and many who were positive that they originally could extract high grade potash salts from the kelp have found that they were unable to do so and have switched off to the production of low grade ash or very low, impure salts that are only usable in a fertilizer business; or else, like the Hercules Powder Co., they have erected

potash plants with the prime intention of obtaining acetone, with their potash after special treating possibly usable in the production of nitrate of potassium by themselves. But it is not commercial and cannot be used by the chemical industry. The potash that has been made in small quantities in Japan from kelp is only usable in this country for fertilizer purposes, as it contains a very high percentage of sulphate.

The Swift Co. and Simmons Bros. are understood to have had discouraging results with their potash ventures. From the large number of concerns which have endeavored to extract high grade potash from kelp—and of these many have talked a great deal of their ability to do so—there is one concern, the Diamond Match

*Continued on page 24.*

## Locations of Firms in the Downtown District.



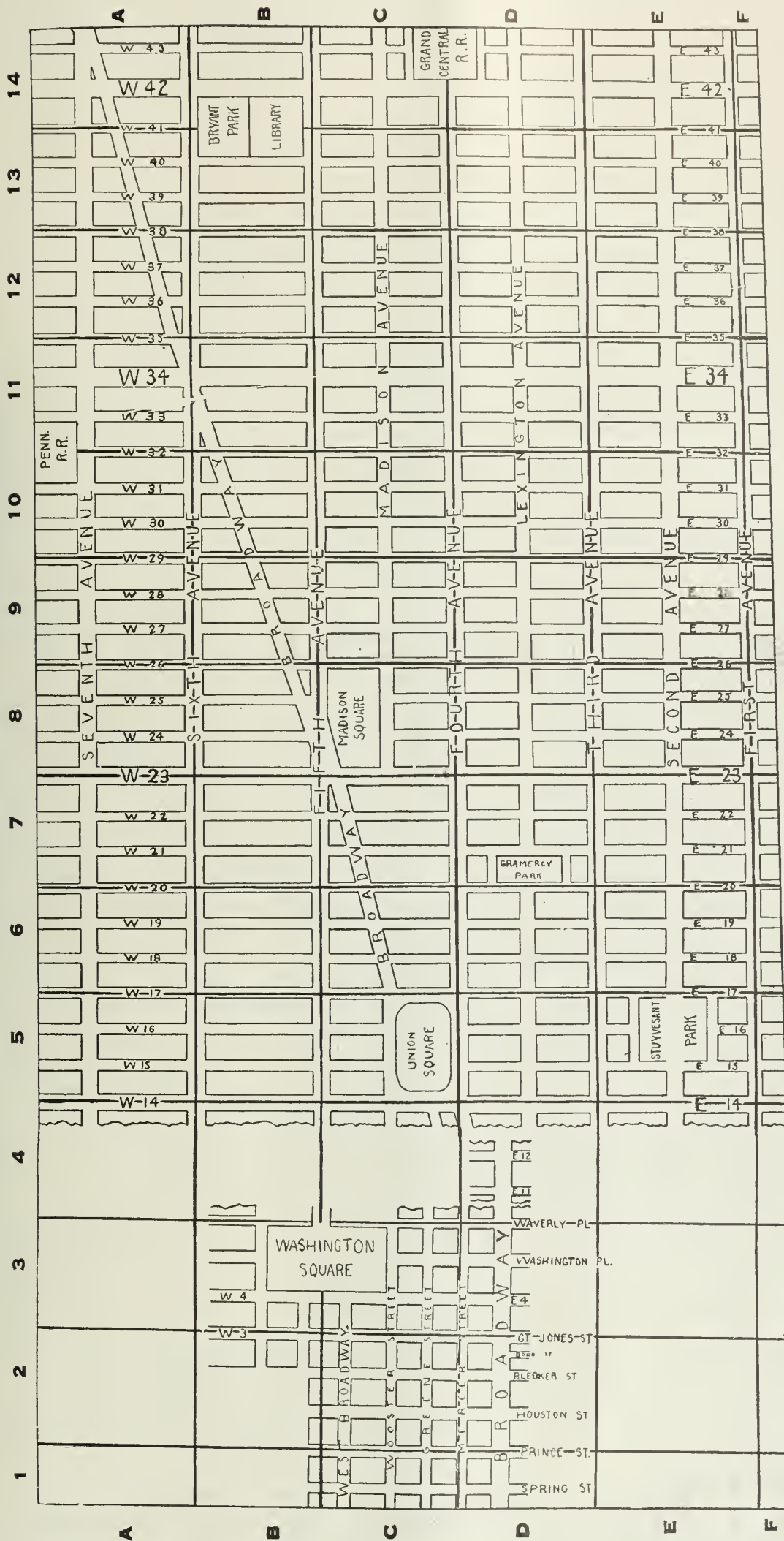
Bassett, G. F., & Co., 72-74 Park Place.... B 3  
Bernardaud, L., & Co., 46 Murray St.... C 4  
Bonita Art Co., 50 Park Place..... C 3  
Davison, John, 14 Barclay Street... D 3  
Dorflinger, C., & Sons, 36 Murray St.... C 4  
Duncan & Miller Glass Co., 92 W. B'way. B 4  
Drakenfeld, B. F. & Co., 50 Murray St.. C 4  
Friedlaender, Oscar C., 40 Murray St.... C 4

Goetz, O., 43 Murray St..... C 4  
Honesdale Decorating Co., 36 Murray St. C 4  
Kupper, Herman C., 52 Murray St..... C 4  
Maddock & Miller, 54 Murray St.... C 4  
Miller, Edward, & Co., 68-70 Park Place.. B 3

Redon, M., 25 W. B'way..... C 3  
Roessler & Hasslacher, 100 William St... F 2  
Straus, L., & Sons, 42-46 Warren St..... C 4  
Tarentum Glass Co. 25 W. B'way..... C 3  
Tharaud, Justin, 25 W. B'way..... C 3  
Vogt & Dose, 65 Barclay St..... B 3  
Williamsburgh Flint Glass Co., 96 Park Pl. A 3



Locations of Firms in the Uptown District.



- American Import Co., 220 Fourth ave. .... C-6  
Bing, F., & Co.'s Successors, 67 Irving Pl. .... D-6  
Bloch, L. D., & Co., 133 Fifth ave. .... C-7  
Boote, E., 35 W 23d. .... B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. .... B-8  
Bryce Brothers Co., 240 Fifth ave. .... B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way .... C-9  
Beyren, J. D., & Co., 239 Fifth ave. .... C-7  
Benedikt, H., 7 W. 22d. .... B-7  
Cox & Lafferty, 1140-1146 Broadway. .... B-9  
Cambridge Glass Co., 49 W. Twenty third. .... B-8  
Co-operative Flint Glass Co., 156 Fifth ave. .... B-7  
Deia Croix, C. I., 19 Madison ave. .... C-8  
Dollmann Commercial Co., 85 Fifth ave. .... C-5  
East Liverpool Potteries Co., 139 Fifth ave. .... C-7  
Fry, H. C., Glass Co., 200 Fifth ave. .... B-8  
Fonderville, A. J., & Co., 85 Fifth ave. .... C-5  
Fostoria Glass Co., 141 Fifth ave. .... C-7  
Gillinder & Sons, 19 Madison ave. .... C-8  
Gray, Horace C., Co., 200 Fifth ave. .... B-8  
Gredelue, A., 129-131 Fifth ave. .... C-6  
Guern, Wm., & Co., 43-47 W 23d. .... B-8  
Guernseyware, 16 W 23d. .... B-7  
Haviland & Co., 11 E 36th. .... C-12  
Haviland, Theodore, & Co., 200 Fifth ave. .... B-8  
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Heisey, A. H., & Co., 200 Fifth ave. .... B-8  
Imperial Art Glass and Lamp Works, 205 W 19th. .... A-6  
Koscherak Bros., 129-131 Fifth Ave. .... C 6  
Lancaster Glass Co., 200 Fifth ave. .... B-8  
Manhattan Brass Co., 332 E 28th. .... E-9  
Mogi, Momoni & Co., 105 E 16th. .... D-5  
Morimura Bros., 53-57 W. 23d. .... B-8  
Morimura Bros., 40-42 East 19th. .... C-6  
McKenna Bros. Sales Corp., 1271 Broadway. .... B-10  
Noe, Wm. R., & Sons, 53-55 W 21st. .... B 7  
Pairpoint Corporation, 43-47 W 23d. .... B-8  
Phoenix Glass Co., 230 Fifth ave. .... B-9  
Plume & Atwood Mfg. Co., 30 E 42d. .... C-14  
Pitcairn, W. S., 104 Fifth ave. .... B-5  
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. .... B-8  
Roseville Pottery, 621 Fifth ave. .... C-7  
Republic Specialty Co., 9 E 22d. .... C-6  
Straub, Paul A., & Co., 105-107 Fifth ave. .... C-6  
Tajimi Co., 597 Broadway. .... D-2  
Torlottig, E., 35 W 23d. .... B-8  
Takito, Ogawa & Co., 101 Fifth Ave. .... C-6  
United States Glass Co., 24th St. & B'way. .... B-8  
Venon, J. H., Inc., 104 Fifth ave. .... B-5  
Wedgwood, K. L., 133 Fifth ave. .... C-6

Co., which apparently has actually succeeded in making commercially, day by day, high grade potash salts usable and acceptable to the chemical industry of the United States.

No information can be obtained from this concern in regard to their process or methods, and no publicity has been given by the Diamond Match Co. as to the extent and nature of their operation. The Diamond Match Co. must, however, have met with a great measure of success in their Los Angeles, Cal., plant, as it is understood that in addition to taking care of their own manufacturing needs they had been selling some of their American produced potash to chemical manufacturers in this country.

Companies operating on saline deposits in Death Valley and Searles Lake have experienced heart-breaking results to date. It is said that the largest prospective manufacturers interested in these deposits spent one and a half million dollars in the first venture, which proved positively unsuccessful. They are now working on a different process and are reported to be obtaining brine in Death Valley and shipping same to San Pedro to be purified into potash salt.

The Trona Co., after millions of dollars investment, it is thought, will be successful in their new venture, for they and the Hercules Powder Co. have between them spent probably five million dollars to date in endeavors to produce potash. The Virginia-Carolina Co. has sought to obtain potash in Utah but has succeeded apparently to date only in obtaining low grade fertilizer salts, which under existing conditions may be of value but which after the war will probably be valueless.

The Diamond Match Co. is shipping potash from Utah and has a plant installed at Grant's, but outside of the fact that they are making potash and shipping it no details are available. The potash is said to be of a high grade commercially, and report in Salt Lake City indicates that all this potash is being sent to chemical companies and to the company's match plants. Many other concerns are also attempting to obtain potash from saline deposits in Utah, but, whereas success was predicted by many, they have not produced to date, and many who were very optimistic of success have dismally failed.

Potash has been made with a slight measure of

*Continued on page 26.*

## LEHMAN BROS.,

*Manufacturers of Brass Art Goods, Electric Portables,  
Mahogany Novelties and Nickel-Plated Ware,*

advise the trade that

**MAX HIRSCH, of 10 W. 23d St., N. Y.,**

will now represent them in Greater New York and that their full line of samples is now ready for inspection. A most cordial and pressing invitation is extended to all the trade to visit Mr. Max Hirsch's display room.

## LEHMAN BROS.,

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MR. HARRY LEHMAN, Sales Manager.

## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
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The BLEU DE ROI,	"
The IVANHOE,	W. H. Grindley & Co.
The MARENGO,	"
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted,	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	"
The BLUE CHINESE,	L'Union Ceramique
The SOFIA China,	J Wedgwood & Sons
The BRINDISI,	"
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	Ginori Italian China.
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted.	John Aynsley & Son

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

Stock Patterns which cannot be readily matched cause more annoyance than profit.



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is stamped

**Haviland** on white china  
France

**Haviland & Co** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

success from several waste materials, tobacco leaves, sugar mills refuse, etc., but none of these operations are generally considered successful.

The need or desirability of obtaining potash in this country has led a large number of investors into this field, who have spent money lavishly, and many of them without the slightest practical returns save in a very limited field of utility. Many of these experiments have been exploited by promoters and speculators to the misfortune of many an investor.

Apparently the Diamond Match Company are the pioneers in actual production of commercial muriate of potash, for it is known that they are making and shipping from their plants in California and Utah and it is to be regretted that more information in regard to this company's interesting pioneer work is not forthcoming.

It is also a matter of conjecture as to whether any of the American potash plants will prove of any value

when the German product begins to come into our ports again after the war. There is only a very limited quantity of German muriate in the country at this time, which is evidenced by the fact that 80 per cent muriate selling for about \$90 to \$35 per ton before the war, has sold as high as \$475 per ton, and even now cannot be bought under \$425 per ton, or about thirteen times the pre-war price.

The above statement of conditions among the experimenters in America for native potash is based upon a widespread inquiry in sources of information that ought to be authentic, if not entirely frank and cordial in giving out intelligence on the subject. Whether the experiments will permanently lead to a supply of American potash remains to be seen, but they have the merit at least of showing that potash can be had here if future development can make process and methods commercially practicable.

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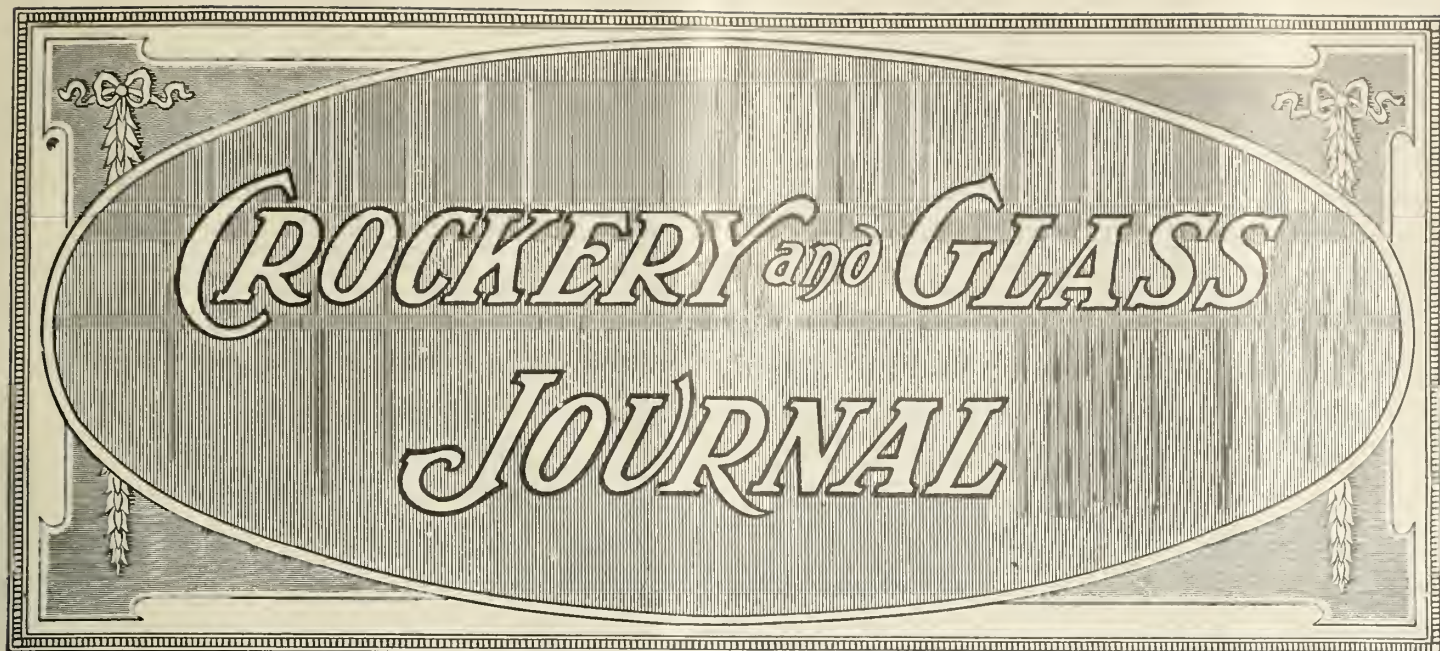
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NEW YORK, MAY 24, 1917.

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## THE CONDITION OF BUSINESS.



**New York** Conditions remain practically unchanged so far as the importers are concerned.

A few orders dribble in every day, but not for large amounts. Business seems to have settled down to the regular summer routine. No one expects much, and is fairly well satisfied with things as they are.

A fairly large volume of trade is coming to the American potters. There is an active demand for certain lines, and an urgent call for goods already ordered. Retailers dealing in low-priced wares are clamorous to have their orders filled. The demand for hotel goods is big.

The glass men are getting the regular amount of orders for summer goods, and in spite of the Prohibition movement are receiving some orders for bar goods, although not up to regulation quantity, as the fear that the country will go "dry"—at least during the period of the war—is having a deterrent effect. Of course the call for packing goods is big, and orders for both jars and tumblers by the million have been placed recently. The scarcity of ware still continues, and even with the present lull manufacturers are not able to catch up to any great extent.

A decided falling off in the call for cut glass has been noticed during the past two or three weeks, and cutters who have hitherto been crowded with business are now saying they could take care of more orders than are coming in. There is no adequate explanation for this state of things, because usually at this season the demand for June weddings is exceedingly big. The

falling off is particularly noticeable in mitre goods, light cuttings still being in fair request, as times go.

The question of prices still agitates the trade. There is every prospect of another raise in domestic crockery. Even now a flat forty plus is being put on many lines, and it would not be surprising if by the first of July the increase would amount to fifty. Cut glass blanks have been raised ten per cent on certain patterns, and advances on blown goods of from five to ten per cent on some articles are of daily occurrence. There seems to be no fixed price for more than a few days at a time.

The labor situation is becoming bothersome again. The troubles at East Liverpool, while apparently adjusted for the time being, are not permanently settled, and manufacturers all through the district are nervous. It is to be hoped that at the conferences which are to take place next month a definite arrangement may be reached.

Retail trade in and around the metropolitan district, while not good, is better than it was a month ago. Little by little the buying public is adapting itself to conditions. Reports from the West are much better, the call for crockery and glass having improved materially; but it is hardly up to the standard yet. From conversations with returned travelers in other lines we gather that prospects in the Middle West show a decided improvement. The dealers there are preparing for a big fall trade. And it would be wise if their Eastern brethren would do likewise. Take the one item of lamps. It requires weeks to fill orders for this class of goods, as manufacturers cannot stock them. The season will



open soon, and if orders are not placed within a short time buyers will be unable to get supplies. The wise men of the West are putting in fairly good orders, whereas here in the East there seems to be a cessation of buying. There is bound to be a good business all over the country next fall, and those who prepare for it will reap the benefit.

#### **Pittsburgh and Vicinity**

New business with glass manufacturers during the past week has been in only moderate receipt.

There appears to be a tendency upon the part of buyers to get a lot of old orders on file with the factories cleaned up. A strong demand exists for packers' goods; but manufacturers are already loaded with this class of business. The shortage of labor is still being felt in many factories. Trouble is also being experienced in securing future requirements of raw materials. Embargoes continue in force on many lines, and the freight car shortage continues to add more worry to the traffic departments.

#### **East Liverpool and Vicinity**

Manufacturing conditions have been somewhat unsettled during the past ten days, owing to labor troubles and the embargo announced by the Pennsylvania railroad company. The demand for merchandise, however, continues active. There is every indication that selling lists will be made higher. Many letters are being received by manufacturers inquiring about probable time of deliveries, but the latter can give little satisfaction on this point. Ware is being rushed from the kilns through to the shipping departments as speedily as possible, and every effort is made to meet the wants of customers.

### **COUNTRY TO CELEBRATE REGISTRATION DAY.**

REGISTRATION DAY for universal service will be made the occasion for patriotic enthusiasm all over the country. On the theory that a whole-hearted, enthusiastic registration of several million men will enormously hasten the day of peace, general celebrations will be in order. There will be talks by governors, mayors, presidents of chambers of commerce, and others, all sounding the high note of patriotism.

The place of honor in local parades will be given to young men of registration age. Other participants will be uniformed troops, boy scouts, women's clubs, bands of music, school children, fire departments, etc. Every business place and residence will fly the flag, but no costly decorations will be encouraged. The spirit of the occasion will be one of joyous, uplifting idealism—a nation battling on behalf of the principle that "the world must be made safe for democracy."

Each community will endeavor to make a record for itself on Registration Day, and it is expected the returns will be looked for with the same great interest which prevails at national election time. The State Council of Defense, the Chamber of Commerce of the United States, and the National Committee of Patriotic and Defense Societies urge all their representatives and all city officials throughout the country to formulate immediately plans for their local celebrations on June 5.

### **TO SUSPEND CHILD LABOR LAWS.**

SUSPENSION of laws which now prohibit the employment of labor at certain ages in Pennsylvania is sought through a bill which has been introduced in the House of Representatives at Harrisburg, Pa. The measure has been referred to the proper committees, and it is the belief of some who have watched the trend of events that it will finally pass and receive the signature of Governor Brumbaugh. The bill is considered a war measure only, to become inoperative when peace is declared. The full text of the bill follows:

Whereas, by Act of Congress a state of war now exists between the Imperial German Government and the United States of America, and whereas, at a meeting of the Council of National Defense and its Supervisory Commission held on April 7, 1917, it was resolved "that the Council of National Defense urge upon the Legislatures of the several States that before final adjournment they delegate to the governors of their respective States the power to suspend or modify restrictions contained in their labor laws when such suspension or modification shall be required by the Council of National Defense, and such a suspension or modification when made shall continue for a specified period and not longer than the duration of the war"; and whereas, by Article 1, Section 12, of the Constitution of this State it is provided that "no power of suspending laws shall be exercised unless by the Legislature or by its authority," therefore:

Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania in General Assembly met, and it is hereby enacted by the authority of the same, that upon request by the Council of National Defense the Governor of this Commonwealth is hereby authorized to suspend any restriction relating to labor contained in any law of this Commonwealth. This act does not authorize the Governor to suspend any provision of law for a period longer than the duration of the present war.

No individual, firm, association or corporation shall be subject to fine or imprisonment as a penalty, or to any other legal action, civil or criminal, for failing to comply with any provision of law during the time when such provision is suspended under the authority hereinbefore conferred.

Glassware manufacturers are deeply interested in this matter, and it is hoped that similar measures will be introduced in the Legislatures of other States, designed to relieve all manufacturers of the restrictions of child labor laws recently enacted and now in force.

Such relief has been recommended by the Council



of National Defense as a proper step toward increasing efficiency and production.

Glass manufacturers have felt the hardships imposed by the child labor laws in many instances more than the majority of manufacturers, and since such legislation was put into force factory operation has been greatly handicapped by the difficulty of securing boys eligible in the eye of the law to fill the positions, which if not filled interrupted the successful operation of the whole plant.

The American Association of Flint and Lime Glass Manufacturers has sent a circular letter to manufacturers all over the country, urging them to get into quick correspondence with their legislative representatives with a view of securing their support for the proposed legislation.

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## AT CHICAGO.

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THERE is little or no improvement in retail demand, but wholesale buying for future delivery is quite fair. Trade is a great deal better outside of Chicago than within the city limits, and for that reason a good many of the factory salesmen are making road trips. Although all buying is marked by a tone of conservatism, the volume of goods being purchased is satisfactory.

Otto Heinz, of the Cut Glass Specialty Co., St. Charles, Ill., was in the city last Saturday.

Oscar Eckland, of the Central Cut Glass Co., has just returned from a brief trip among the Eastern blank factories.

Dan Mielke, of the Gragg-Mielke Co., left late last week on an extended Western trip.

O. C. Helm, of the Ira A. Jones Co., is calling on the trade in Southern cities this week.

E. G. Minnemeyer has returned from a trip to Milwaukee with the line of the Hocking Glass Co.

The Brasscolite Shop, a lighting fixture store at 54 W. Lake street, failed last week. Creditors hope to realize about twenty per cent.

C. H. Colton, Madison, Wis., was among the crockery buyers here last week.

R. A. L'Ecuier, representative of Gillinder & Sons, has returned to the city after an extensive road trip.

Peter Rinkin, buyer of china and glassware at the Boston Store, has recovered from a painful carbuncle

on his neck which was a source of annoyance for several weeks.

The Gragg-Mielke Co. has taken on the representation of the Corona Cut Glass Co., Toledo, O.

Wieboldt's Department Stores will open another branch about September 1 at the corner of Lincoln and Belmont avenues.

Leo Arnstein, buyer for Ed. Schuster & Co., Milwaukee, was in the city last week.

Practically all of the department stores in the loop district suffered damage to their basement stocks in a sudden downpour of rain last Saturday afternoon. One or two had a foot of water in their basements for a short time.

Oscar Johnson, of the Johnson-Carlson Cut Glass Co., made a trip of inspection to the factory at Morris, Ill., last week.

Dave Saunders, factory representative, left last week on an Eastern trip during which he will visit New York and the factories.

T. M. Schollenberger has taken on the representation of the Imperial Art Glass and Lamp Works, of New York.

The women's eight hour law, after being unfavorably reported out of committee in the lower house of the State Legislature, has been placed on the calendar, thus giving it a new chance for life. The chief fight of the employers is being made in the Senate, which it is believed will kill the measure in case it passes the House. A minimum wage bill has also been introduced. The anti-injunction measure, which employers have been vigorously fighting, has been killed in the lower house after having arrived at third reading, but labor forces have re-introduced the measure in the form of a Senate bill, which is now in committee.

J. J. Hines, of New York, has been visiting the trade here for several days past, showing his line of glass specialties.

Department stores of the city, according to a plan which is now being formulated, will soon be permitted to sell Liberty bonds over the counter. Much of the red tape connected with subscription to the bonds has been eliminated.

C. R. Rolling, of Pitkin & Brooks, has returned from a brief trip out of the city.

The stores of the city are doing their share in getting members for the Red Cross. Among those doing good work in the cause are The Fair, Rothschild & Co., Montgomery, Ward & Co., Butler Bros., Boston Store,

Mandel Bros., Siegel-Cooper & Co., and Carson, Pirie, Scott & Co. Booths have been installed in all of these places.

J. Howard Fry, of the H. C. Fry Glass Co., Rochester, N. Y., was in the city last week.

The Government ban against the use of tin plate except for the manufacture of containers for perishable food products has hit local housefurnishings buyers rather hard. Because of the high price of all tin goods during the past two years the buying has been close, and few of the stores have a large supply of tin goods—or, indeed, metal goods of any kind—on hand. It is expected that the sale of earthen cooking ware will be boosted as a result of the situation.

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## OBITUARY.

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J. S. MILLER, house salesman of the Brush-McCoy Pottery Co., Zanesville, O., died May 17, after a very short illness from pneumonia. Mr. Miller had been with the company for several years, and was one of its most valued and trusted employees. He was formerly one of the firm of Miller & Myers, of Roseville, O., and after dissolution of this firm spent some time in Chicago as the representative of the A. E. Hull Pottery Co. He went with the Brush-McCoy Co. five years ago as road salesman, traveling the Middle Western territory, but after one year was transferred to the factory, where he remained. It is said of him at the plant that no one could be more loyal or more self-sacrificing, both in business and social life. He leaves a wife and one son.

Benjamin Pritchard, Sr., an old-time glass man, and father of the Benjamin Pritchard so well known in the glass trade, died in Pittsburgh May 13, aged seventy-nine. Besides Benjamin, Jr., he leaves another son, George, of Cleveland, O., and a daughter. The deceased was born in Wales, and came to this country when a lad. He served in the Civil War in the Fifth Pennsylvania Heavy Artillery. He was for many years manager of the D. C. Ripley Co. before it amalgamated with the United States Glass Co., retiring in 1905.

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## BUSINESS BRIEFS.

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The Stern Doll Mfg. Co. Manhattan, has been incorporated to manufacture dolls and toys. Capital \$5,000.

The Navy Department is in the market for china. By applying to the Bureau of Supplies and Accounts, No. 576, Washington, D. C., application blanks with

particulars will be sent. Prompt attention is requisite, owing to the national emergency.

Ground will be broken June 1 for the erection of a five-story department store by W. T. Duker & Co. at Quincy, Ill.

The Central Glass Co., Wilmington, Del., has been incorporated to manufacture glass of all kinds. Capital \$1,000,000. Incorporators: Herbert E. Latter, C. L. Rimlinger and Clement M. Egner.

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## MAKING ENGLISH GLASS WORKS EFFICIENT.

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AT a recent meeting of the British Technology Society held at Sheffield, England, to discuss the question of "Machinery and Labor-Saving Devices in the Glass Factory," the discussion was opened by A. M. Rowland, Chief Technical Assistant, Machine Tool Department, Ministry of Munitions, and the proceedings are thus described in the London "Pottery Gazette":

In his preliminary remarks Mr. Rowland emphasized the need for well-planned works, because most glass factories, owing to the fact that they had been built on the patchwork system, were badly laid out. Spaciousness was very necessary, both from the point of view of overlooking of workmen and for visibility. Everything should be available, and not hidden, visibility being a point conducive to good workmanship. A works, too, should be accessible, both for its workpeople and for the reception and dispatch of materials. Great attention should be paid to lighting, and arrangements should be made for gradation of light, if necessary. One often found, for example, that a storeroom (where visibility is so essential) was quite dark. For glass cutting and polishing, a room with a northern aspect was to be advocated.

In every works a study should be made of the best means of transport, particularly in regard to the reception of raw materials, the transport of materials inside the works, and the delivery of the finished articles. Overhead runways, and not rails, were to be advocated for a glass house, with a series of standardized trucks, whilst the raw material should be transported to the store by means of a bucket conveyor. Conveying bands, too, could be employed inside the shops for the transport of glass articles to the lehr, and, when cold, to the sorting room. Motor lorries should be used for delivery of finished goods, as they avoid many handlings of cases—a point of great importance in the glass trade. If glass manufacturers could evolve a lorry of the particular type needed, the motor-car manufacturer would do the rest.

Returning to the works, much labor could be saved by proper batch handling. Grading, mixing, grinding and weighing all require proper arrangement, so that



as little manual labor as possible is necessary. Expense and labor, too, could be saved in the utilization of waste heat.

Commenting next upon particular glass processes, the speaker drew attention to the forward strides that were being taken in the use of compressed air in glass-blowing. The introduction of the Owens machine was a triumph for automaticity. In Germany the automatic machine was worshipped; in England it was hated, yet it conferred many advantages. The manufacture of glass tubing could certainly be improved if some automatic or semi-automatic method were used. Much labor could be saved the glass manufacturer by an interchange of tools and molds, whilst some means should be sought whereby the taper of all stoppers should be the same, so that a stopper of a particular type would fit any bottle of that particular type.

In conclusion, the speaker pointed out that much information regarding new and useful machinery was available at the Ministry of Munitions. Several problems had been worked out, and others were in the process of solution, and the information was at the disposal of glass manufacturers for the asking.

F. R. Dixon-Nuttall continued the discussion, confining his remarks chiefly to the labor-saving devices employed in America in connection with the Owens machine. He gave a most interesting and succinct account of the up-to-date methods used in grinding, mixing and conveying batch to the furnace. The batch materials are stored in huge receptacles, connected to the furnace floor by hoppers. To obtain a mixed batch ready for filling in at the furnace, a workman runs an electrically-propelled truck beneath each hopper, which automatically discharges the requisite amount of material. Cullet, which has been finely ground, can also be added from a hopper. When the truck is full it runs off to the furnace. On its way thither the batch is thoroughly mixed by a revolving mechanism inside the truck.

S. N. Jenkinson exhibited a very interesting and instructive series of lantern slides showing various machines used in the glass trade, including machines for cutting, puntying, grinding, slicing, etching, shaping marbles for soda-water bottles, etc. Pictures of lehrs, batch mixers, automatic boys, etc., were also shown.

A paper by G. E. Alexander, in the unavoidable absence of the author, was communicated by Dr. Turner. The paper dealt with the Owens machine, and showed how it had revolutionized the bottle industry in the United States owing to rapidity of production and reduced prices. Bottles ranging in capacity from 1-10th oz. to 13 gallons could be made on this machine in shape and finish as good as the hand-made products. Syphons, tumblers, lamp glasses, electric bulbs, carboys, etc., were all being turned out successfully. As many as 75,000 quart bottles could be produced by one machine in a 24-hour day. Specimens of various bottles

made on an Owens machine were exhibited. No human aid was needed until the bottle was delivered cold at the mouth of lehr, two types of which were in use, one for small and one for large bottles. Both had proved a success.

A description of the batch-mixing and supply arrangements in force in an American factory, following on the lines of Mr. Nuttall's paper, was also included, it being pointed out that one man could keep six to eight furnaces supplied with batch on an eight-hour shift.

A long and animated discussion followed the remarks of the principal speakers, the following gentlemen taking part: Professor W. F. G. Fearnside, Dr. P. G. H. Boswell, Messrs. Durants, Simpson, Sweeting Munro, Steel and Swann.

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### THE MILLENNIUM HAS ARRIVED.

*Special Telegram to Philadelphia Public Ledger.*

GLASSBORO, N. J., May 13.—The new plant of the Whitney Glass Co., now rapidly going up, will be equipped with machines which will do all the work, from the handling of the material for making glass until it is packed for shipment. The plant will cost more than \$1,000,000 and will be the largest of its kind east of Pittsburgh.

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### ALSO POTTERY.

*From Trenton (N. J.) Times.*

Reports that the Bedford China Co., Bedford, O., is to make semi-porcelain ware by machinery that will reduce the labor employed to a minimum have been received with interest in every pottery town in the country, and manufacturers and workmen are wondering just how the experiment is going to turn out.

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### LABOR IN EUROPE AFTER THE WAR.

IN a letter addressed to the Union Ceramique de France, the late M. Leon Lefevre discussed the difficulties likely to arise in the recruiting of labor after the war. In an estimate, based on official casualty lists, he fixed the number of men killed and missing up to the end of June last as six and one-half millions in the ten belligerent European States, and considered that, should the war last until the close of the present year, that figure would have to be increased by one-third—i.e., to 8,700,000. In addition to these purely military losses, a large number of civilian lives have been sacrificed. For instance, the Armenian massacres have been estimated to have cost the lives of over 500,000 men, and to these must be added probably an equal number in Poland, Belgium, Galicia and Servia, to say nothing of the women and children. Then there are

the innumerable wounded, whose industrial productive capacity must be taken to have been diminished by twenty-five per cent through their disablement—a reduction equivalent to the labor of several million men. Finally, there is still to be taken into consideration the increased mortality among civilians from worry, privation, fatigue and the shortage of medicines. Although no data are available on this point, the number of these deaths is certain to be large, seeing that an aggregate population of something like 400 millions is concerned; so one million may be set down under this heading.

It is, therefore, estimated that the war will deprive Europe of fourteen million workers in the prime of life, and at a time when labor will be in unusual demand to repair the losses of war and meet the enormous burdens caused by the struggle. The countries which will suffer most in this respect are those with a low birth rate, such as France, the reserves of youth being smaller than those where the birth rate is higher. The labor shortage will be particularly felt in those industries, like that of ceramics, where the work is hard and the remuneration moderate; and it is to be anticipated that only the older workpeople will remain in such industries, the younger ones preferring the attractions and higher wages of town life. How this is to be counteracted is not easy to decide. The erection of workmen's houses may serve to retain an existing staff, but not to attract fresh workers. The rise in wages which must follow scarcity of labor is also merely a palliative which cannot create a fresh supply of workers. The only course available, therefore, will be the importation of foreign labor; and since practically all the countries from which foreign labor is introduced into France will be affected, more or less, by the same causes as France itself, it will be necessary to look to Africa, and even Asia, for recruits. Recruiting in those continents will not be an easy matter, being, first of all, expensive, and, secondly, certain to be opposed by labor leaders, whilst small works will not have sufficient employment for the large gangs of workers necessary under the coolie system. The increased use of machinery has been suggested, and it is, in fact, to this that manufacturers will have to turn. Bringing old works up to date, however, is not an easy matter, and machinery is always costly. To be able to make use of it presupposes that the produce can be sold at remunerative prices, which was not always the case before the war. If it is to be the case in future, it will be necessary for manufacturers to unite in the defence of their common interests, and not, as hitherto, regard one another as enemies.

Combination will not, of course, cause industrial difficulties to disappear as if by magic, but it will afford more efficacious means of action than are at the disposal of individuals. When the war is over, fresh disputes between capital and labor may be expected, since there will be a scarcity of workers and a press of work, and these disputes can best be settled by associations in

which direct personal interests are subordinated. Hence, all things considered, the best way to secure the most efficacious means of action for solving the problems which may arise is by combination to establish sales associations which, by a grouping of interests, will greatly facilitate the heavy tasks to be faced by industrialists on the conclusion of peace.

Such are the views of the respected and lamented editor of our French contemporary, "La Ceramique." Commenting on them, the London "Pottery Gazette" says: "With all due deference to his broad and intelligent grasp of the subject, however, we must add that we are inclined to agree more with his statement of the difficulties than with the means he suggests for meeting them. In our own opinion the solution of the problem lies in the increased efficiency of production to be obtained by an extended use of mechanical appliances and a more intensive technical training of operatives."

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#### W. E. WELLS WOULD LEAVE MANUFACTURERS ONLY EIGHT PER CENT.

THE Wheeling (W. Va.) "Register" in its issue of May 20 published a news letter from its Washington representative in which it is shown that patriotism among pottery manufacturers is not lacking. It said:

"While complaints are coming to Congress from every section of the country in regard to what is considered excessive taxation by many interests which will feel the effect of the war revenue bill if it is passed as introduced by the Ways and Means Committee, it is refreshing to find one large manufacturer who feels that the manufacturing and commercial interests of the country are not being taxed enough in the pending bill, which takes as high as fifty per cent of the net profits of certain individuals and corporations where the profits are very large. W. E. Wells, of Newell, W. Va., head of the largest pottery plant in the world, has written a letter to Congressman M. M. Neely, of Fairmont, in which he expresses the belief that the industries and commercial interests of the country are not being taxed enough under the pending bill.

"Mr. Wells expresses the opinion that as the profits of the large corporations and business interests are only possible because of the government, they should be turned over to the government almost in their entirety now that the government needs the money. He suggests that the entire profit of every manufacturing and commercial concern in excess of eight per cent should be turned over to the government for the period of the war. So forcibly did his letter impress Congressman Neely that he had it printed in the Congressional Record to show the people of the country what one West Virginia manufacturer thinks of the government tax."



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

The strike of the mold-runners and batters-out which broke out last week was settled when the boys returned to work May 19, having lost out in their fight to have the manufacturers grant an extra twenty-five cents per day bonus regardless of the number of days which they worked each pay. It is said that the boys employed in the Newell plants of the Homer Laughlin China Co. refused to join in the strike, and for this reason the others decided to go back to work. About seventy-five of the 300 gilders, liners and tinters who walked out last Friday because of wage differences were at their benches the next morning, according to Harry Hancock, president of the American Association of China Decorators, the Potters' Co-operative Co., Knowles, Taylor & Knowles and Smith-Phillips potteries having notified their shop committees that they were willing to concede the demands of the strikers. The Harker, Standard, T. A. McNicol and Vodrey potteries were not affected by the strike order. Over eighty per cent of the decorators are men, and the balance women. Last Monday all manufacturers save two had granted an increase to this branch of the trade, and before the week ends the entire craft will have been given an advance. This will result in all decorating departments being in operation.

A machine for the manufacturing of cups is to be given a thorough test here shortly. It is claimed for the machine that it will produce from 500 to 1,000 cups per hour—without handles.

Modelers say that their branch is practically at a standstill just now. No new shapes are being ordered, and only a few demands are on hand for small, fill-in pieces.

Several local pottery manufacturers are identified with the movement here to raise part of a large fund for the army branches of the Y. M. C. A. Among them are Harry D. Wintringer, of the Steubenville Pottery Co.; Charles C. Ashbaugh, of the West End Pottery

Co.; Edward L. Carson, of the Homer Laughlin China Co., and W. H. Vodrey, of the Vodrey Pottery Co. They hope to raise \$5,000 for this purpose.

It is expected that operations will be started within three weeks by the Sterling China Co., Wellsville. As already stated, the former plant of the Patterson Pottery Co. has been acquired, and workmen are now engaged in getting the kilns and clay shops in order. Only plain white vitreous hotel china will be made.

As indicative of the great demand for wares of any kind, some buyers who have been here of late have asked, if decorated ware could not be furnished, that plain white be shipped.

Everything points to the fact that pottery selling lists will be advanced ere long. Some manufacturers are to-day adding 33⅓ to the base of invoices, and it may be that as much as 40 will be announced.

Silas Ichenhauser, Evansville, Ind.; John Pasmatier, New York; Lee Schoenthal, for Gimbel Bros., and Mr. Payson, for Wise, Smith & Co., Hartford, Conn., were among the buyers here this week.

Frank I. Simmers, of the Hall China Co., is due home the latter part of the week from a trip over his territory.

When a buyer here a few days ago walked through the warehouse of a local pottery and saw a number of full bins of ware he remarked: "This is surely the Garden of Paradise," and immediately proceeded to buy.

Manufacturers of vitreous china have announced an increase in wages to workers in that branch. There has never been a uniform making list, each plant having its own agreement with operatives. In arranging the new wage scale the manufacturers have allowed the workers a substantial increase over former rates. There are no vitreous china plants in operation in this

district now, the manufacturers of this class of ware being located in Trenton, N. J., Buffalo and Syracuse, N. Y.; New Castle, Pa.; Wheeling and Grafton, W. Va., and Beaver Falls, Pa.



Jiggermen and warehouse girls went on strike Tuesday afternoon for increased wages. No serious trouble is expected. All differences will likely be adjusted by the end of the week.



The strike here drags its slow length along. It involves the general ware potteries, and things have been in a muddle. Last week about two-thirds of the men at the Cook Pottery went back to work at the wages offered, which rate had been flatly refused by the unions.

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## BOSTON BUSINESS NOTES.

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BUSINESS is fair only this week, largely owing to bad weather conditions. These, perhaps, cut more figure in the trade in New England than anywhere else in the East, because of the long distances which buyers have to travel and the bother of bad roads in the northern section. Among the buyers here were J. H. Crowley, Nashua, N. H.; B. Kalunian, Providence, R. I.; E. H. Farnsworth, of E. H. Farnsworth & Co., Rockland; Arthur St. Louis, James Edgar Co., Brockton

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M. A. Lovell, New England manager for the United States Glass Co., has returned from a short trip to Providence.

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One of the peculiarities of the conflict of laws has just been encountered by an agent here. He received samples of dinnerware decorated with the American flag. He knew that the potter had secured an opinion from Washington to the effect that the decoration was permitted under the Federal statutes. Still he had some misgivings about the Massachusetts law, knowing that it was very strict. He consulted two lawyers of standing, and each said that it would not be permissible to sell the goods in this State. It seems that Massachusetts law will not permit the use of the flag even where there is no advertising in connection with it. Not being willing to go to the expense of making a test case, the agent has held up the good-sized orders he had already booked and relinquished the hope of others.

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A number of firms in the trade and nearly all the large stores are arranging to help employees buy Liberty Bonds. Not a few have planned to purchase the bonds and sell them on \$2 a week payments for each

\$50 unit. John Shepard, Jr., president of the Shepard, Norwell Co., is chairman of the committee representing the department and other retail stores. Other members of the committee are Horace Bacon, of W. & A. Bacon Co.; Sidney S. Conrad, Conrad & Co.; Charles C. Ferris, the Gilchrist Co.; A. Lincoln Filene, William Filene's Sons.; Albert E. Flint, Butler's, Inc.; George B. Johnson, R. H. White Co.; Samuel Johnson, C. F. Hovey Co.; F. J. Kennedy, Kennedy Co.; Patrick Magrane, Magrane, Houston Co.; N. J. Meehan, Meyer Jonasson Co.; George W. Mitton, president Jordan-Marsh Co.; William J. Norcross, Houghton & Dutton Co.; Patrick A. O'Connell, E. T. Slattery Co.; Francis P. O'Connor, E. P. O'Connor Co.; S. T. Patterson, Scott & Co., Ltd.; Benjamin F. Pitman, L. P. Hollander & Co.; A. Shuman, A. Shuman & Co.; Timothy Smith, Timothy Smith Co.; Frank W. Stearns, R. H. Stearns Co.; D. M. Stewart, G. M. Wethern Co.; Ferdinand Strauss, Leopold Morse Co.; C. N. Talbot, the Talbot Co.; C. R. Talbot, Continental Co.; J. I. Wesson, Macular-Parker Co.; Bernard M. Wolf, Wolf's; Frank W. Wyman, Chandler & Co. The department stores are to send out circulars advertising the bond issue with their May bills.

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Prospects for a good season at the hotels in the country and mountain sections of New England are reported by hotel men coming here to place orders. The men from the seashore resorts say that there seems to be a strong tendency among many people to hold their vacation plans in abeyance until they have time to ponder on the chances of a German raid along the coast somewhere. Probably as the heat increases and the possibility of German snbmarmes or raiders paying us a visit decreases the shore resorts will find people flocking to them as usual.

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## THE SALESMAN OF TO-DAY.

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THE American Drummer, a man of grips and sample cases, an optimist who gave a nationwide circulation to the local stories that he picked up on his rounds, and who always sold his wares, has been largely supplanted by modern business methods, says the "Sun." Salesmanship has taken on a new guise. To-day it is spoken of as an art or a science, and it has come to be recognized as a power that will adjust the world's business and build up a nation's commerce.

In their struggle for overseas trade European countries have paid more attention to skillful salesmanship than the United States has. Trained men have made exhaustive studies of prospective markets, and men familiar with the language and customs of the people, and with responsibilities as great as diplomats, have been entrusted with missions to develop markets for home manufactures. Colonists, missionaries, sol-



diers have been trade pioneers and forerunners of the commercial traveler.

But, despite the apparent neglect of opportunities, the American salesman has proved a power. He may not have been a man with a grip and sample case, but the president or manager of some great industrial corporation. He has facilitated the world's business through the typewriter and other labor-saving devices, he has revolutionized farming in great agricultural countries by the introduction of the American thresher and steam plough, he has carried tractors and motor cars to the battlefields and has opened communication

a diplomat and psychologist should there not be included some of the old-time American drummer's wit, shrewdness and unquenchable enthusiasm?

#### MITCHELL, WOODBURY CO. OUTING.

THE employees of the Mitchell, Woodbury Co., Boston, had a great time last Saturday, when the force, to the number of seventy, journeyed by automobile to Fayville, where Geo. A. Stuart, general mana-



MITCHELL, WOODBURY CO. OUTING PARTY.

Mr. Stuart's car next to truck, with President Woodbury and A. N. Howe; next car, Vice-president C. E. Austin's; Treasurer J. Mitchell's car next in line.

in remote lands by American rails, freight and passenger cars and locomotives.

It is such tasks as these that will prove the mettle of the future salesman. It is such salesmanship as this that James C. Cornwell of this city in an address before the New York Salesmanship Club meant when he spoke of ebb tides in business:

"That ebb tide must be met, and when it comes it may be made of short duration by valiant salesmanship."

Mr. Cornwell pointed out that "in these days we need especial training in salesmanship" if we are to hold the advantages in the world's trade which the war has given us. The future salesman will have a wider field than ever before—an international as well as a national mission. But in the course of his training as

ger of the company, has his residence, and where he and Mrs. Stuart were host and hostess to the party. A new motor truck which the concern has purchased for delivery work was fitted up with seats for the girls, and seven touring cars owned by officers or salesmen took the members of the company, salesmen, officers and their wives. The route to Fayville was through Commonwealth avenue to the thoroughfare leading to the town, which is thirty miles from Boston. Dismounting at the Stuart home for a short stay, the entire party then went to the town hall, which had been secured through Mr. Stuart's influence, and some hours were spent in dancing and listening to music, after which a bountiful supper was served. The ride home was not the least part of the enjoyable time, and all were loud in praise of their entertainers.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 24, 1917

HAVE you subscribed to the Liberty Loan? If not, come across!

RESPONDING to our editorial urging, the glass manufacturers have taken quick action, with the result that a bill has been introduced in the Pennsylvania Legislature to suspend the child labor laws during the continuance of the war. The sponsors of the measure, who see in it a partial relief from labor shortage, must be vigilant, or it will be defeated. The Children's Service Bureau, with headquarters at Pittsburgh, is alive to the matter; and from the fact that it has sent to this office for copies of all our issues containing references to the movement it is evident that a fight is contemplated.

### THE WRONG REMEDY.

ONE of the characteristics of the American people is to rush to extremes. A little while ago it was the fashion to spend money freely, and there seemed no limit to the extravagance of those who had it to spend. Just now a spasm of economy has seized the nation, with results that are anything but pleasant to the army of manufacturers and merchants who exist by supplying the needs of the buying public.

The air is full of rumors of future privations owing to the war—most of them baseless, and nearly all exaggerated—and to provide against possible contingen-

cies some people are limiting expenditures only to their direst needs.

This is worse than foolish. It is all very well to economize, but to cease purchasing necessities can only end in disaster. The wheels of trade would inevitably slow down; the well-to-do would lose their incomes, and the workers their jobs.

The wave of retrenchment will soon spend itself, however. The huge government loans will put money into circulation, in a short time the pendulum will begin to swing the other way, and the country will enjoy the biggest business it has ever known.

## PERSONAL.

FOR the first time in seventeen years, J. W. Rae, superintendent of the Buffalo Pottery, spent a couple of days in New York last week. While familiar with the city once, he hardly recognized it now, and over the luncheon table on Friday he "reminisced" a bit. He started to work at Webster's pottery, Beaver Falls, Pa., when he was thirteen years old. He had been there about a year when the concern failed. The Mayer Bros. then took it over. After eight or nine years with them he went to Tiffin, O., with Al. Brewer, who built the first all-one-floor pottery. His next move was to the Trenton Potteries Co., where he remained until the Buffalo Pottery was built, and then with Lewis H. Bown went to that city to look after the manufacturing end, while Mr. Bown took care of the business and financial departments. He said that they had expected to make clay by the first of February in the large addition they built last winter, but had been delayed by the non-arrival of machinery. He added that unless some unforeseen event occurred they will have started by the time this is in print. Mr. Rae is one of the best potters in the country, and has a personality which commands the respect of his men and makes friends for him wherever he goes.



Joseph Bruen, of the Royal Art Glass Co., has the sympathy of the trade in the loss of his father, whose death occurred last week at his home in this city.



Kaufman Lesser, well known in the reed basket line, having formerly been in the business for himself, is a valuable addition to the selling staff of the Basket Novelty Co., having engaged last week to represent that concern in the metropolitan district.



Hereafter it is Major Wm. D. Finke, if you please!



Harry L. Seixas and E. S. Curtis, travelers for the lines represented by Edward Boote in this country, are



both expected home from long trips this week, having respectively covered the Middle West and West, and the latter the South.



A. D. Seaman, of the John A. Dobson Co., Baltimore, representatives for the United States Glass Co., was a visitor in town on Monday and Tuesday of this week, coming here with a contingent of "Shriners" for a three days' session held in this city. Mr. Seaman's visit to the local office was welcomed by Manager Ed. Craig and his assistants, the caller being very popular with all who know him.



Theodore Smith, of the Acme Shade and Lamp Co., returned on Saturday from a trip through the New England States with a fine bunch of orders as the result of his efforts in that section.



Walter F. Jones, who travels in the interest of the United States Glass Co.'s blank line, came over from Pittsburgh on Monday for a week's stay in an endeavor to stir things up among the glass cutters in this territory.



Walter B. Kerr, president of the Iroquois China Co., Syracuse, N. Y., paid one of his infrequent visits to this city last Wednesday and Thursday, and while here dropped in to talk matters over with the concern's New York agent, A. H. Hays.



C. H. Taylor is a firm believer in the future of Florida, and is never tired of talking about it. He owns some property there, and wishes he had more. The fertility of the land was never more convincingly shown than this year, when, after an early frost that damaged the crops, the farmers replanted and obtained as good, and in some cases even better, yields than usual. The climate is delightful and the roads are in fine shape for motoring.



W. O. Coleman, president of Burley & Tyrrell Co., Chicago, was in the city the early part of the week. He said that business was wonderfully good.



Theo. Jones, president of Jones, McDuffee & Stratton Co., Boston, was in New York on Friday and Saturday. He reported that business was excellent, particularly in hotel and summer home goods.



A little while ago John J. Miller had a letter from Maddock's in England bemoaning the fact that when their country was celebrating the entrance of the United States into the war there was not an American flag to be had in Staffordshire; consequently the factory could not float the Stars and Stripes. London had corralled them all. Mr. Miller, who is intensely patriot-

ic, immediately sent over six large American flags, one for each of the three factories he represents, and one each for the homes of their proprietors. Hereafter these flags will be spread to the breeze alongside the Union Jack whenever occasion requires. "And that," said Mr. Miller, "will be often."



The many friends of John V. Storck, associated with Alfred B. Gunthel in the management of the business of B. Gunthel, American representative for Val. St. Lambert ware, will soon have occasion to offer him their congratulations. On June 9 he will be married to Miss Jennie E. Tenny, daughter of a well-known Brooklyn family. The wedding will be a very quiet affair, attended only by the immediate relatives on account of the recent death of the bride's father. The honeymoon trip will be to Florida.



Louis Dorflinger, son of W. F. Dorflinger, has enlisted in the United States Naval Reserve.



A. Saunders, recently assistant to Thomas Stackpole in the cut glass department of the J. B. Greenhut Co., is now calling on the trade in the metropolitan district for E. L. Bates.



Fred. Langfelder, who has been in Japan in the interest of Morimura Bros., is back in New York.



Fernand Desmaison returned last Friday from a fortnight's trip in Canada, where he reports having found business in a very healthy state. He says things are now thoroughly adjusted to war conditions and business is moving along in a very satisfactory manner.



Jas. J. Temple, manager for L. Bernardaud & Co., expects to get away to complete his spring trip the first part of next week.



J. Guy Hawthorn, buyer for the Philadelphia store of John Wanamaker, was in New York late last week for the first time since his recovery from a severe illness.



Harry Reizenstein, second son of Louis Reizenstein, Pittsburgh, was married on Monday last. The ceremony was at the William Penn Hotel. The young man is with the Westinghouse Co. and gives promise of rapid advancement, as he has great ability. The irrepressible Louis himself will be in New York on Friday, if no cogs slip.



Other buyers in town were J. T. Sloat, for Herb & Myers Co., Sandusky; G. Louis, for Woodward & Lothrop, Washington; A. N. Howe, with Mitchell, Wood-

bury Co., Boston; Mr. Moore, for Emery-Bird-Thayer Dry Goods Co., Kansas City; F. L. Gavitt, of H. B. Gavitt Co., Westerly, R. I.; R. A. Illsley, for Barnard, Sumner & Putnam Co., Worcester, Mass.; C. I. Smith, for Reid & Hughes Co., Norwich, Conn.; S. J. Watts, for Woodward & Lothrop, Washington, and J. Kohnfelder, for Kaufmann & Baer, Pittsburgh.

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### A CHANCE TO DO YOUR BIT.

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THE wheels were set in motion at a meeting held last Thursday at the Crockery Board of Trade rooms to obtain 150 recruits towards increasing the National Guard to war strength, this being the quota assigned the pottery, glass, brass, housefurnishings and allied trades in the movement organized at the instigation of Governor Whitman by Colonel Charles H. Sherrill, who was responsible for the highly successful Preparedness Parade of a year ago.

Despite notification through the trade press and by mail to various individuals in the trades, response to the call was far from gratifying, there being only eight present! These—let us call it the roll of honor—were Marshall W. Gleason, Major Wm. D. Finke, E. J. S. Van Houten, J. Duncan Dithridge, D. King Irwin, L. S. Owen, Jos. F. O’Gorman and F. Calvin Demarest.

Mr. O’Gorman, acting for the temporary organization committee, outlined the purpose of the movement, after which he asked Mr. Gleason to preside.

An Executive Committee of seven was appointed, consisting of representative men in each branch of the trades covered—viz., Marshall W. Gleason, chairman, representing the lighting glassware industry; Lee Kohns, of L. Straus & Sons, for the importers; John H. Walbridge, head of the Lalance & Grosjean Mfg. Co., for the housefurnishings trade; Dr. Wm. Churchill, of the Corning Glass Works, for the table glassware manufacturers; Walter B. Kerr, of the Iroquois China Co., and Lewis H. Bown, of the Buffalo Pottery, for the potters; J. Duncan Dithridge, representative of the Bryce Bros., Co., for the manufacturers’ agents, and Thomas Shotton, for the cut glass manufacturers. Jos. F. O’Gorman is secretary of the committee. These gentlemen will endeavor to stimulate recruiting in the branch of the business they represent, and it is a foregone conclusion that they will be successful.

Some of the advantages to be gained by thus joining are: voluntary enlistment, as against conscription, which is to follow; individuals will have an opportunity to select their commands and serve with their friends; voluntary service will be recognized as having prior claim to advancement; the guard age is from eighteen to forty-five, conscription from twenty-one to thirty; militia regiments will be promptly mustered out of service at the close of the emergency.

Here is the opportunity for the men under and over

the conscription age limit to do their bit for Uncle Sam.

In addition to the Executive Committee, a large Recruiting Committee has been formed, to be divided into teams which will work under the direction of Major Wm. D. Finke, who was appointed chairman. They will begin a strenuous campaign as soon as enrollment certificates, which will be ready within a day or two, are in their hands. Some of the members of the committee own automobiles, and these have been tendered to assist in the work.

Blanks will be furnished employers to fill out, giving the names of any employees who have already enlisted in the National Guard. These will be credited towards the total of 150. They will also be supplied with the enrollment certificates as well as introduction cards for the prospective recruits to present when applying for enlistment, thus identifying them with the movement.

Enthusiasm over the campaign is growing daily, and there is not the slightest doubt but that many more than the quota assigned will be secured.

Representatives of each of the eighty trades and professions which will assist Colonel Sherrill in the recruiting campaign attended a meeting held at the Bankers’ Club last Friday afternoon and organized themselves into the Citizens’ Preparedness Association. Colonel Sherrill, who was elected president, said, among other things: “All of the trade papers in the State are participating in the movement, and the work is being carried on with so much enthusiasm and energy that not only the ten thousand men required, but twice or even three times that number, will probably be raised for National Guard service by July 15.

He read the following telegram from Governor Whitman: “I am very glad to learn that you have organized the various trades for a Statewide movement to aid recruiting. I appreciate more than I can tell you all you have already done. Of course the State must look to men of the character of those who compose your membership in her effort to respond to the requirements of the Federal Government. I suggest that these committees continue throughout the war, so that I may count on their advice and assistance when needed.”

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### “PIPES AND PUNTIES” APPEARS AGAIN.

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“PIPES and Punties,” a live little paper issued every now and then in the interest of the United States Glass Co.’s factory R, Tiffin, O., and edited by George Dougherty, superintendent of the plant, has again made its appearance. Mr. Dougherty is evidently saving some of the crisp humor for which he has gained a reputation for the next issue, as this is devoted almost entirely to the latest specials gotten out by the factory and shows a number of excellent illustrations,



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

The ruling of the railroads that open or gondola cars shall be available at all times for coal and iron ore loading has resulted in sand shippers being held up in making deliveries to the glass manufacturers, and the latter are daily watching their supply of sand diminish. The Government insists that coal and iron and their products are preference freight—even ahead of passenger traffic. No immediate relief seems to be in sight, and the best will have to be made of the situation.

Owing to the tin can manufacturers being unable to fill orders from packers, there is a heavy increase in the demand for glass containers for most all commodities. Jars of all kinds are in exceedingly heavy demand. The coming season gives promise of being the most active in packers' glassware ever experienced.

President Marion G. Bryce, of the United States Glass Co., has addressed a letter to every employee of the company urging subscription to the Liberty Loan. He says:

"All employees of this company should be given an opportunity to subscribe, and the terms of the loan will be posted in our different factories and offices.

"Those not having connections with a bank can easily arrange through someone, either in this company or otherwise, to arrange the matter for them. I am sure any officer of this company will gladly lend his assistance to anyone so desiring.

"Those of us who cannot go to the front will make sure and do our duty while staying in the rear. The boys at the front should not be hampered by those at the rear failing to supply the money."

The "dry" wave now sweeping the country has prompted many manufacturers of bar glassware to divert their attention to other items which have a direct appeal to women and the home.

Glass and pottery salesmen will be interested to learn that A. Brown Stahl, former manager of the Ft. Pitt Hotel, together with Chief Clerk Reed, L. Anshutz and William Donahey, formerly with the Ft. Pitt, but more recently with the William Penn, have taken a long

term lease upon the Hotel Lincoln, on Penn avenue, just west of the Joseph Horne stores.

F. Fishbein, of Indianapolis, has been in the market during the past week seeking special lots of glassware.

One of the longest lines of cut glass ever assembled is the new No. 1065 of the United States Glass Co. It contains nearly seventy-five items, all designed with a view to utility. Straight line panel effects form the treatment, and the pieces are to be had in either colonial or round shapes. The line will be shown the trade for the first time this week by Samuel R. Frazier and Hughie Adams, who have left for the Western territory, and W. I. Campbell, who has left for the Southwest.

The Rochester Tumbler Co. has converted a large portion of its factory to the manufacture of electric light bulbs.

William Kahn, chief clerk in the office of Factory "F" of the United States Glass Co., has enlisted in the Signal Corps, and is now awaiting his call.

Some of the manufacturers of gas and electric portables say that new orders are slow. Only immediate requirements are being specified at present.

Mr. Lowengard, buyer for M. Seller & Co., Portland, Ore., been spending several days here making a tour of the various salesrooms.

The moderate receipt of new business just at this season is mainly due to the fact that buyers are anxious to get filled a lot of orders now on file.

Within the past month five new members have been received into the ranks of the Western Glass and Pottery Association—viz.: J. P. Carling, president of the Pope-Gosser China Co., Coshocton, O.; Josiah Donald Thompson, secretary of the Thompson Pottery Co., East Liverpool; Vere Gilcrest, manager of the Beaumont Glass Co., Morgantown, W. Va.; M. T. Sullivan, of the same concern; James M. Lewis, president of the

Consolidated Lamp and Glass Co., Coraopolis, Pa. Mr. Thompson, by the way, has taken the examination for a place on the Officers' Reserve Corps of the Federal Army, and is now awaiting his call. He is a graduate of Yale, '12. By a recent ruling of the Board of Directors the dues of all the members of this Association who enlist are remitted.

A. G. Whitford, with an extensive line from the Bradley & Hubbard Mfg. Co., was at the Ft. Pitt. His exhibit was one of the most attractive of its kind ever seen here.

Inquiries have been received in this district within the last few days for glassware for export to Japan and China. The latter country is also in need of lamps.

## POINTERS FOR BUYERS.

### FOR AUTOMOBILE OWNERS.

The Republic Specialty Co. are just putting out a patented fireless cooker with luncheon kit for seven persons that is a wonder. There are plates, knives, forks, spoons, cups, and two thermos bottles. The cutlery is Rogers silver, the other articles pure aluminum. A box for cakes, a tablecloth and a double cooker complete the outfit. The case is of steel and made to fit on the running gear of an automobile. The whole can be retailed for \$50, with a good profit to the dealer. It cannot fail to prove popular with motorists, for the price will be saved in what would be spent for luncheons at hotels in half a dozen trips.

### NOVEL FISH BOWL AND PEDESTAL.

Even in these strenuous times the Cambridge Glass Co. have found opportunity to turn out a variety of new things. Of particular interest at the New York salesroom is a large fish bowl and pedestal quite out of the ordinary. The latter is hollow, allowing it to hold water, and the bowl contains a flower holder in which may be placed water plants, etc.

### SEASONABLE GOODS.

Several interesting new items in seasonable goods are being shown at the salesroom of the United States Glass Co. There are two excellent styles in sweetmeat jars and plates in neat etchings, also one without plate in a quaint, low Colonial style. Some attractive items for the soda fountain are on view, such as straw jars, crushed fruit jars, a new shaped sundae, etc.

### DISTINCTIVELY ORIGINAL.

Judging by the favorable comments of those who have seen the new line of glassware originated by E. Torlotting, he will be working overtime filling his orders for fall delivery. There is a refinement in the patterns that instantly appeals to the fastidious taste. The items include low and tall candlesticks, water sets,

candy jars, marmalade jars and plates, berry bowls, baskets, oyster cocktail plates, soup plates, salad plates, sandwich plates with or without handles. Despite the quality, the prices are surprisingly modest.

## WHY GERMANY HAS MONOPOLY OF POTASH.

THE German potash monopoly, said Prof. Gregory, of Glasgow, in a lecture delivered recently in London, was one of the most important mineral problems raised by the war. Owing to the special properties of potash, the formation of beds of commercial importance required very exceptional circumstances, and though the world had been ransacked for alternative supplies none had yet been found to compete with those of west

*Continued on page 21.*

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

**WANTED**—One second-hand large size pebble mill or grinding cylinder. Address SHENANGO POTTERY Co., New Castle, Pa.

### WANTED TO LEASE.

**WANTED** to lease, with option of buying, a pottery (from two to six kilns). Address Box 718, East Liverpool, O.

### FOR SALE.

THE A. W. Wheelock business, of Rockford, Ill., for sale. Stock consists of china, glass, lighting fixtures, cooking utensils, talking machines, silverware. Store is well located. Clerical force is trained and organized, and various departments well looked after. Last year's business largest ever had but one. Store is located in center of business district. Two large stores handling this class of goods have closed out their stocks within a few months. Population 60,000, and growing rapidly. Rockford needs this store. No other stock of this kind in the city. Business established twenty-nine years and always made money. Present owner going into another business on a larger scale. For information, write owner, A. W. WHELOCK, 107-109 S. Main Street, Rockford, Ill.

## Globes Wanted !

No. 0



TUBULAR

Advise at once price and quantity could ship this fire. *Express samples to*

**R. E. DIETZ COMPANY**

60 LAIGHT ST.,

NEW YORK.



central Germany. It had been calculated that the quantity there would last for 600,000 years. The German salt field presented many interesting geological problems. The salts were no doubt formed by the drying up of a sea, the water of which was repeatedly renewed from the ocean, and the salts had subsequently often dissolved and redeposited, and thus collected into vast subterranean pillars of salt. The output of German potash was strictly restricted by the Government in order to control prices to secure the working of the poorer mines, and to protect the rivers from being made too saline by the waste waters. If upper Alsace were reannexed to France its extensive supply of potash salts might break the German monopoly, which otherwise would be re-established at the end of the war.

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### THE STORY OF A STENOGRAPHER.

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SEVEN years ago I entered the business world at \$6 a week. To-day my weekly check is for \$60, and I get a month's holiday in the summer at full pay, writes a woman stenographer in the New York "Sun."

It is not much of a story, the way I climbed up, but perhaps it may show some other girl how.

In the first place, I went to work because it was necessary. My wages were needed at home. Father had died early in the spring and it was all mother could do to keep up our little home, care for my younger brother and sister, and allow me to complete my high school course. As soon as I had done that, the morning after receiving my diploma, I applied at an agency for employment.

During my last year at high school I had taken typewriting and shorthand. I was not very proficient in either, but I did well enough in the test given me by the agency to be sent out for substitute work. My first place was in a large publishing house, and, as I have said, at \$6 a week. That is, I was told I would be paid \$1 a day so long as my services were wanted.

Looking back now it seems to me a lucky chance that I got that work just as the season began. I substituted for the girl who was the first in that department to take her holiday. On her return another girl went off and I was put at her machine. This kept up the entire summer. When a girl went away for her two weeks vacation her work would be given to me.

The Saturday before Labor Day the head of the department told me my services would not be needed the following week. In other words the services of a substitute were no longer required. Though she seemed pleased when I asked her to keep my address and give me a chance at the first permanent position in her department, I made the circuit of several agencies the day after Labor Day in the hope of getting work immediately.

That evening when I returned home mother had

great news for me. The publishing house had telephoned for me. There was a vacancy in another department where an editorial secretary was needed. The head of the department in which I had worked had spoken so well of me that I was to have a chance for this permanent position. I began the next morning at \$9 a week.

I pegged along in that position, working continually to increase my speed. The day before Christmas I was told as a Christmas present, that on the first of the year my pay would be raised to \$11 a week. You see, I had increased my speed to such an extent that the three assistant editors were always bidding against each other for my services.

When summer came around I was given a week's vacation like other girls who had held regular positions for one year. It was during that week at home with mother and the two children that I decided to take a college course. My decision was due to the experience of the young lady at the head of the department in which I had done substitute work. Though she had only been working two years she was getting \$25 a week. Everybody liked her, even the editors asked her advice, and she was a college graduate.

Of course, it was not possible for me to stop work and go to college, as she had done, but I determined to take the extension course which was offered by the college in my city. Because I had taken French and Spanish at high school I selected those two studies and other courses to help my English, to give me sixteen points a half year. You see, I had known a young man who had taken sixteen points each half year and I was bound I would do as well.

I did that during the first half year, but when the second began I dropped one course, Spanish, at the advice of the professors as well as my mother. It is not easy to work during the day and go to school at night. No girl should begin such a course of study, thinking she is going to have a walkover. Many a night when I got home from college I felt like tumbling into bed without undressing. I did once. Fortunately mother discovered me and removed my shoes, stockings and most of my outside clothes, though I knew nothing about it until next morning. However, that year I made twenty-six points.

During the summer I kept up with my French and did a little with Spanish. Having become interested in some Spanish stories, curiosity made me want to finish the book. In the fall, soon after I had resumed work in the extension course, the professor of Spanish told me the college had received inquiries from a large business corporation for a secretary who could handle Spanish correspondence. He advised me to go down and see about it.

Though I liked my work at the publishing house, I knew there I would never command the salary suggested by the Spanish professor. He assured me that if I proved satisfactory I would be taken on at \$25 a

week, with a possibility of getting double that amount if I proved myself worth it.

Fortunately for me the only other applicant, though he knew more Spanish than I, knew nothing about shorthand, and very little more about typewriting. At the suggestion of the professor I was taken on a month's trial. It was not an easy matter for me to drop a sure job at \$12 a week even for double the money. If mother hadn't ranged herself on the side with the professor I wouldn't have risked it.

I never studied as hard in all my life as I did that month. I lived with a Spanish book in my hand. I thought in Spanish, I ate Spanish, I dreamed Spanish. At the end of the month I was taken on as a regular employee of the corporation. Because I continued to devote nearly all my time to mastering Spanish that

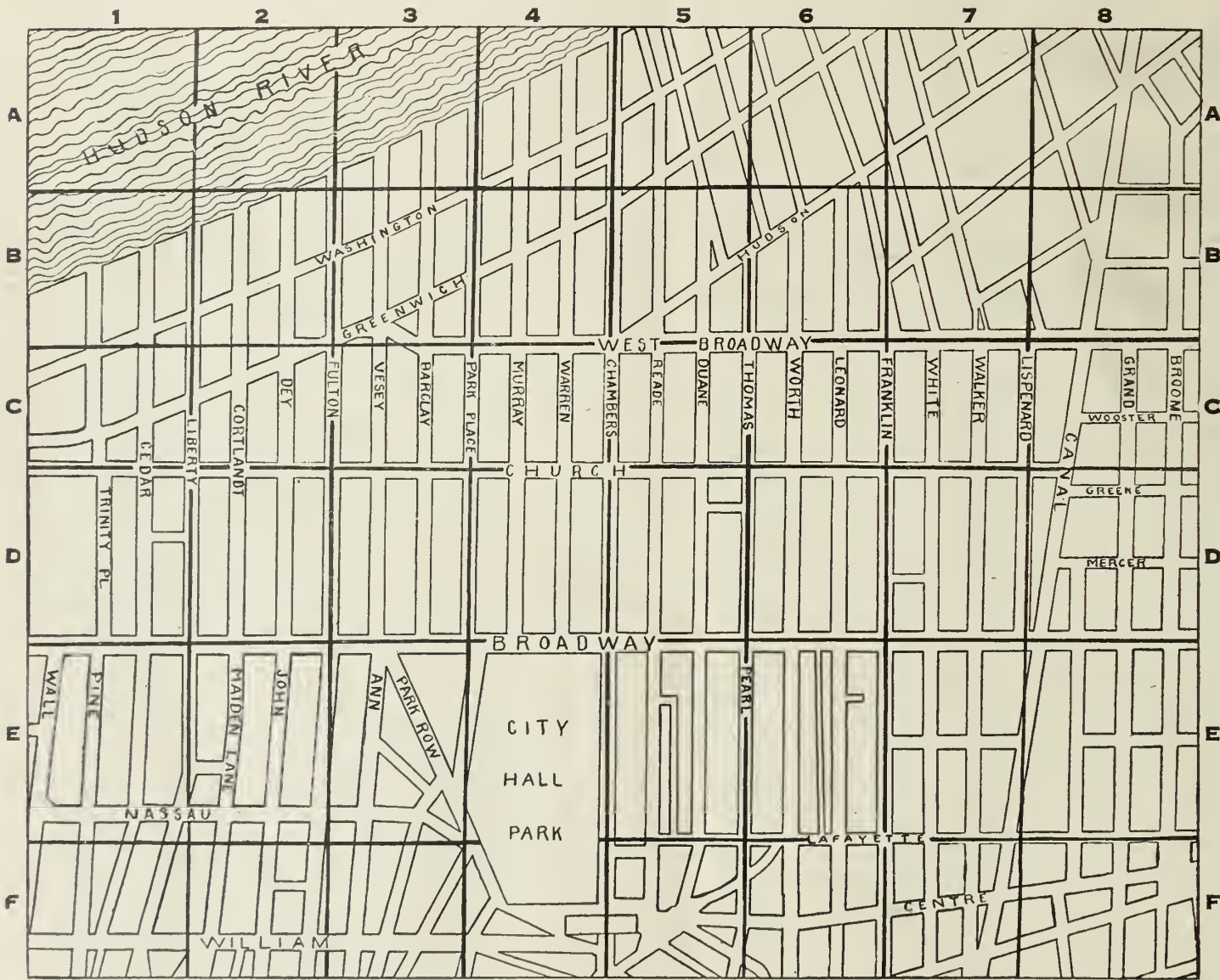
year I made only sixteen points in my extension work.

It took me five years to complete the extension work I had mapped out for myself instead of three, as I had planned that it should. During my second year with the corporation I was called on to handle some French correspondence. After a few months that became a regular part of my work, and it brought with it an increase in salary. Seeing that my services might be still more in demand if I knew other foreign languages I took up others.

Now I can read and write four foreign languages as easily as I can English. There are four more in which I can make myself understood. Some ten months ago when the head of our foreign correspondence depart-

Continued on page 24.

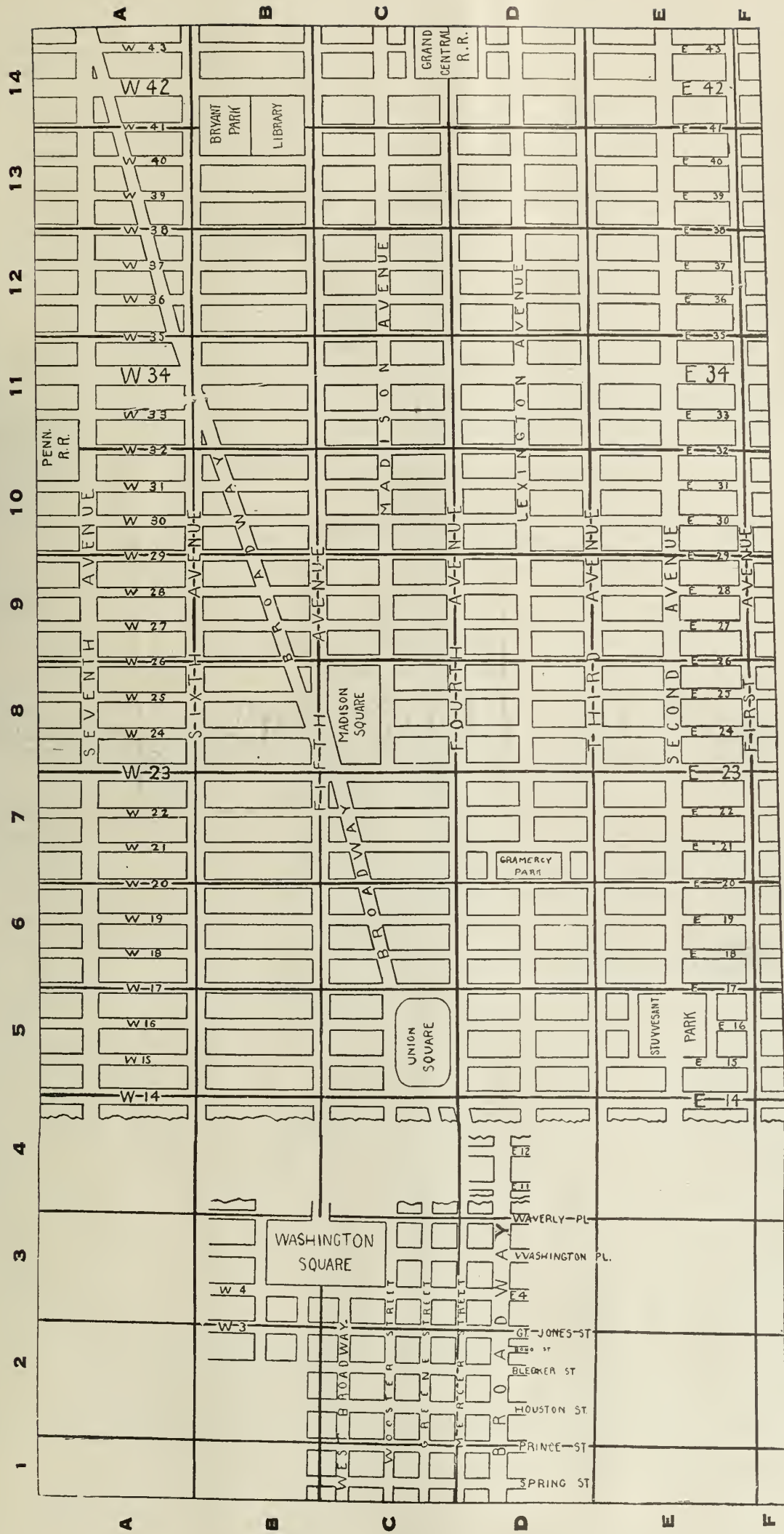
Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place....	B 3	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C 3
Bernardaud, L., & Co., 46 Murray St.....	C 4	Honesdale Decorating Co., 36 Murray St.	C 4	Roessler & Hasslacher, 100 William St...	F 2
Bonita Art Co., 50 Park Place.....	C 3	Kupper, Herman C., 52 Murray St.....	C 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Davison, John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tarentum Glass Co., 25 W. B'way.....	C 3
Dorflinger, C. & Sons, 36 Murray St....	C 4	Miller, Edward, & Co., 68-70 Park Place..	B 3	Tharaud, Justin, 25 W. B'way.....	C 3
Duncan & Miller Glass Co., 92 W. B'way.	B 4			Vogt & Dose, 65 Barclay St.....	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4			Williamsburgh Flint Glass Co., 96 Park Pl.	A 3
Friedlaender, Oscar C., 40 Murray St....	C 4				



Locations of Firms in the Uptown District.



- |   |     |   |      |   |     |
|---|-----|---|------|---|-----|
| American Import Co., 220 Fourth ave. ....         | C-6 | Imperial Art Glass and Lamp Works, 205 W 19th. .... | A-6  | Pittsbn. W. S., 104 Fifth ave. ....                     | B-5 |
| Bing, F., & Co.'s Successors, 67 Irving Pl. ....  | D-6 | Koscherak Bros., 129-131 Fifth Ave. ....            | C 6  | Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. .... | B-8 |
| Bloch, L. D., & Co., 153 Fifth ave. ....          | C-7 | Lancaster Glass Co., 200 Fifth ave. ....            | B-8  | Roseville Pottery, 621 Fifth ave. ....                  | C-7 |
| Boote, E., 35 W 23d. ....                         | B-8 | Manhattan Brass Co., 332 E 28th. ....               | E-9  | Republic Specialty Co., 9 E 22d. ....                   | C-6 |
| Bradley & Hubbard Mfg. Co., 200 Fifth ave. ....   | B-8 | Mogi. Mononoi & Co., 105 E 16th. ....               | D-5  | Straub, Paul A., & Co., 105-107 Fifth ave. ....         | C-6 |
| Bryce Brothers Co., 240 Fifth ave. ....           | B-9 | Morimura Bros., 53-57 W 23d. ....                   | B-8  | Tajimi Co., 597 Broadway. ....                          | D-2 |
| Brush-McCoy Pottery Co., 1140-1146 B'way          | B 9 | McKenna Bros. Sales Corp., 1271 Broadway            | B-10 | Torlotting, E., 35 W 23d. ....                          | B-8 |
| Bergren, J. D., & Co., 239 Fifth ave. ....        | C-9 | Noe, Wm. R., & Sons, 53-55 W 21st. ....             | B 7  | Takito, Ogawa & Co., 101 Fifth Ave. ....                | C-6 |
| Benedikt, H., 7 W 22d. ....                       | B-7 | Pairpoint Corporation, 43-47 W 23d. ....            | B-8  | United States Glass Co., 24th St. & B'way.              | B-8 |
| Cox & Lafferty, 1140-1146 Broadway. ....          | B-9 | Phoenix Glass Co., 230 Fifth ave. ....              | B-9  | Venon, J. H., Inc., 104 Fifth ave. ....                 | B-5 |
| Cambridge Glass Co., 49 W. Twenty-third. ....     | B-8 | Plume & Atwood Mfg. Co., 30 E 42d. ....             | C-14 | Wedgwood, K. L., 133 Fifth ave. ....                    | C-6 |
| Co-operative Flint Glass Co., 156 Fifth ave. .... | B-7 |   |      |   |     |
| Deja Croix, C. I., 19 Madison ave. ....           | C-8 |   |      |   |     |
| Dohrmann Commercial Co., 85 Fifth ave. ....       | C-5 |   |      |   |     |

ment gave up his position to go to the trenches somewhere in France I was given his place, and at the same salary—\$60 a week. I am not only the first woman who ever held it, but the first American.

I've had girls tell me the reason I've climbed up so fast is because I don't care to have fun. In a way that is true. I have never cared enough about dancing to want to go to a ball every few nights nor to neglect my work. I do, however, like to go to a good play, especially when it is given in a foreign language. Ever since I began to work for the corporation I have made it a rule to go to the theatre once each week and to a church on Sundays. I go to hear the best preachers and the best plays, which accunts in no small degree for my improvement in the use of good English as well as other languages.

Last summer when I got my first month of holiday I spent it in Central America. I had a delightful time, met many of the people with whom our firm does business, and incidentally got more business. A man finds pleasure in making his vacations pay. Why shouldn't a woman? I don't enjoy sitting on the veranda of a summer hotel, gossiping. Why should I do it?

#### PARDONABLE MISTAKE IN A DRY LAND.

*Advertisement in the Wenatchee World.*

**W**ILL the party who carried off a package of dishes, thinking it was a case of beer, return the same to 24 North C street? No questions will be asked.

ESTABLISHED 1864.

# Cartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

Three Blocks West of P. R. R. Depot.

**W**HEN coming to East Liverpool don't fail to call and see what we have to offer you for 1917. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

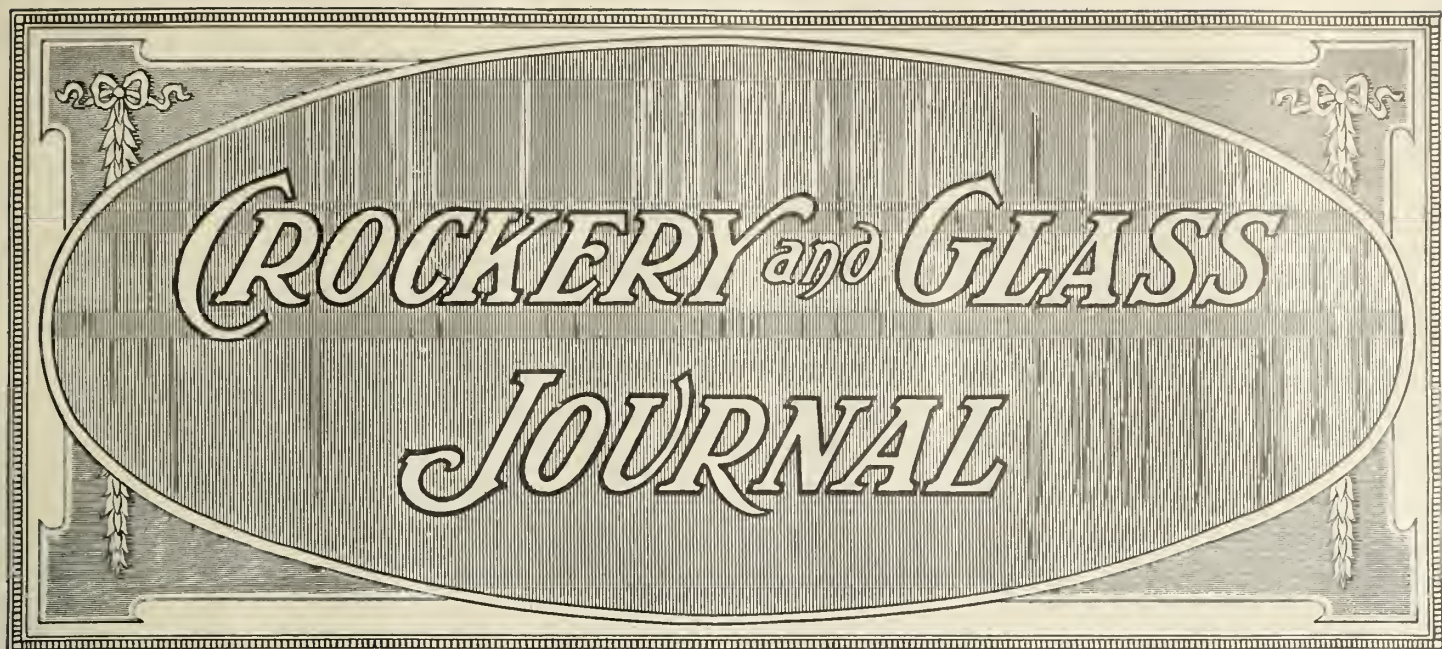
The ROUEN,	Nippon China
The SEDAN,	" "
The GOLDENA,	" "
The SICILY,	" "
The FLAMENGO,	" "
The PAGODA,	" "
The METZ,	" "
The CARPATHIA,	" "
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	" "
The Old Blue WILLOW,	" "
The ORLOFF,	" "
The MELBA,	" "
The BRIDAL WREATH, Hotel,	" "
The GENEVA, Hotel,	" "
The DUSSELDORF,	" "
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS, White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN,	" "
The PONTRACINA,	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	" "
The SENATE,	" "
The BLEU DE ROI,	" "
The IVANHOE,	W. H. Grindley & Co.
The MARENGO,	" "
The BALKANS,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	" "
The Green and Gold MEDALLION Canton China,	" "
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	" "
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	" "
The MALVERN, MULBERRY and DOVE,	Booths, Ltd.
The ALEXANDRA,	" "
The MARQUIS,	" "
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	" "
The DONHOFF,	" "
The SPRINGTIME,	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted,	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	" "
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The ARENIDA,	" "
The BLUE CHINESE,	L'Union Ceramique
The SOFIA China,	J Wedgwood & Sons
The BRINDISI,	" "
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	Ginori Italian China.
The MEISSEN CHINA (Dresden) Blue Onion.	" "
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
and other stock patterns from original sources.	

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

Stock Patterns which cannot be readily matched cause more annoyance than profit.





NEW YORK, MAY 31, 1917.

## THE CONDITION OF BUSINESS.



While business with the importers is not in any sense brisk, there has been a change for the better since our last issue. Some of the English importers have booked good orders for fall delivery—though when they will get the goods is a matter for speculation. It must be said of the Englishmen, however, that they are furnishing goods more promptly than the French. The demand for French goods is big, and the French importers, too, have booked orders; but the uncertainty about delivery of the French goods is more marked than in the case of English wares. The Japanese are also experiencing great difficulty in getting means of transportation. Of course there are no German goods coming in, nor likely to be.

Stocks in the hands of importers are nil, so far as foreign goods are concerned. There are odd lots, but the bulk is small, and dinnerware stocks are all "shot to pieces."

The latest returned travelers report that the war scare is gradually disappearing, and that for the last week or ten days there has been a decidedly more encouraging outlook.

Domestic glass is in fair request, although there is not quite as much anxiety to place orders as there has been, except for summer goods.

The possibility of a nation-wide Prohibition movement is still holding back orders for bar goods, although the hotel trade for glass is brisk.

There is not much change in the situation as re-

gards cut glass. The season, now practically over, was disappointing to some extent. There is still a scarcity of large pieces of cut glass, and tumblers are very scarce.

There is a big demand for containers. Jelly tumblers, fruit jars, milk bottles, and articles of that kind, are scarce, and the prices high.

Retail trade in and around New York, while better than it was, is not up to the mark, the cold, rainy weather having had its usual depressing effect. The same conditions are affecting the seaside resorts. People who are at their summer homes at this season in other years are still in the city. With the temperature ranging ten degrees below normal, there is not much inducement to go down where the "wild waves beat." In the interior retail trade is getting back to its normal condition, and most of the good orders which were placed last week, both for dinnerware and fancy goods, came from the Middle West. In that section they are not worrying much about the war.

Next week the summer season sets in, and no one expects a big trade through June, July and August, although it is confidently expected that shortly after the first of July the retailers will begin to prepare for fall business. All of them probably have orders yet unfilled; but if they expect to have goods in October they will be wise, considering conditions at the factories, if they anticipate their wants to the fullest extent.

The little lull in trade enabled manufacturers to catch up to some extent; but they are all so far behind

that it will take months—even if they received no more orders—to clear their files. But orders are bound to be sent in for both crockery and glass from every section of the country, and slow shipments may be expected for a long time to come. The shortage of foreign goods will increase, rather than diminish, and it devolves upon the American manufacturer to supply the deficiency as far as possible. The outlook in regard to English goods is that no larger percentage will be shipped than heretofore, and the prospects are that the French manufacturers will not be able to keep up with the quantities they have been sending. While the figures of English imports look big, the quantity of ware is comparatively small, as the prices of the ware are so much higher that the volume appears larger than it is. The same is true of French goods.



**East Liverpool and Vicinity** The various labor troubles have been adjusted, and it is hoped there will be no further hindrance to production. The shortage of hotel ware in this district is very marked, bias being virtually empty, and buyers bidding for merchandise. Just how much the war draft will affect the industry remains to be seen. At present the potteries are working full time where sufficient help is available; but the production of the district as a whole is below normal.



**Pittsburgh and Vicinity** The lull in new business among glass manufacturers continues—due, no doubt, to the disturbed conditions of our national life. But there are not wanting indications that the demand through the summer and early fall season will be as extensive as ever. A good call is heard for specialties for commercial use and packing. Orders on file for future delivery are sufficient to insure steady operations of all factories for months to come, provided, of course, sufficient labor is procurable after the first draft call.

## GOLFERS HAVE A GREAT DAY.

THE series of games to be played during the summer by the Pottery, Glass and Brass Golf Association began very promisingly last Thursday, when the greatest number of players that has assembled in some time showed up at the Forest Hill Golf Club, Soho, N. J., for the day's sport. There were twenty of them, including nearly all the golfers who have distinguished themselves at former tournaments of the Association.

The weather was perfect for golfing, the course in excellent condition, and Jos. F. O'Gorman proved an ideal host.

The Jerseyites, who were in the majority, arrived

bright and early, with the result that the first twosome, consisting of Edward F. Anderson and Horace C. Gray, was on the links by nine o'clock, setting a pace in both speed and scores that kept those following them guessing.

Two wide and very deep ravines that have to be crossed at the third, tenth, sixteenth and eighteenth holes worried most of the players and were responsible for running the scores up considerably.

Few of the golfers were in their usual good form—those who can almost invariably be depended upon for low scores failing to play up to their customary standard. Eugene Peck, however, was not among the latter, and easily carried off the first prize with a net score of 174 for the thirty-six holes. J. Meredith Miller, who made the next best showing, took the Association Cup offered for the runner up with a score of 188. Both are scratch men, and sustained their reputations for playing an excellent game.

### MORNING ROUND.

	out	in	gross	hdcp	net
Miller, J. J. ....	49	44	93	0	93
Lobsitz, G. ....	72	76	148	30	118
Pitcairn, G. ....	55	42	97	0	97
Miller, J. M. ....	50	46	96	0	96
Boote, E. J. ....	53	45	98	0	98
Owen, L. S. ....	51	48	99	0	99
Hinman, L. S. ....	58	52	110	4	106
Gray, H. C. ....	67	62	129	20	109
Anderson, E. F. ....	64	61	125	20	105
Lathrop, W. A. ....	50	50	100	4	96
Smallwood, T. ....	58	43	101	0	101
Maddock, S. ....	53	43	96	0	96
Dodson, C. A. ....	54	54	108	0	108
Peck, E. H. ....	48	43	91	0	91
Dithridge, J. D. ....	51	49	100	0	100
Magee, W. W. ....	55	45	100	4	96
Wedgwood, K. L. ....	48	50	98	0	98
Owens, H. T. ....	51	49	100	0	100
Rosenfeld, B. ....	63	52	115	15	100
Pitcairn, W. S. ....	54	42	96	0	96

### AFTERNOON ROUND.

	out	in	gross	hdcp	net	Total
Miller, J. J. ....	55	45	100	0	100	193
Lobsitz, G. ....	71	65	136	30	106	224
Pitcairn, G. ....	51	41	92	0	92	189
Miller, J. M. ....	49	43	92	0	92	188
Boote, E. J. ....	52	49	101	0	101	199
Owen, L. S. ....	53	40	93	0	93	199
Hinman, L. S. ....	50	48	98	4	94	200
Gray, H. C. ....	71	52	123	20	103	212
Anderson, E. F. ....	71	59	130	20	110	215
Lathrop, W. A. ....	57	54	111	4	107	213
Smallwood, T. ....	58	48	106	0	106	207
Maddock, S. ....	52	42	94	0	94	190
Dodson, C. A. ....	70	54	124	0	124	232
Peck, E. H. ....	44	39	83	0	83	174
Dithridge, J. D. ....	57	43	100	0	100	200
Magee, W. W. ....	55	56	111	4	107	213
Wedgwood, K. L. ....	57	43	100	0	100	198
Owens, H. T. ....	47	49	96	0	96	196
Rosenfeld, B. ....	62	56	118	15	103	203
Pitcairn, W. S. ....	47					

While at the table enjoying the appetizing luncheon arranged by Mr. O'Gorman for his guests, President Eugene Peck said it had been suggested that instead of



buying prizes the money be turned into a fund of the Red Cross, and put the matter up for the consideration of the members. It was decided adversely, inasmuch as most of the gentlemen present were already contributing to the Red Cross, and the amount that would be realized from the prize fund would be comparatively small, anyway.

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#### 500 PER CENT PROFIT ON COPPER.

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**D**URING the debate on the Food Survey Bill in the House of Representatives on May 24 it was stated that the Utah Copper Co., in its report to its stockholders, declared that it could put copper on the cars at five and one-eighth cents per pound.

As copper has been selling at about thirty cents a pound, Speaker Clark, according to telegraphed reports, said that if the statement were true those who were charging thirty cents ought to be put in jail, and that it was a mistake a tax on excess profits had not been put in the Revenue Bill.

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#### OBITUARY.

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**N**ATHAN RUSSELL died at his home in Glen Ridge, N. J., May 26 in his eighty-first year. Henry and Nathan Russell cut a big figure in the lamp and glass business on Barclay street for many years. Adversity overtook them, and they disappeared from the trade. Henry died several years ago, and now Nathan has passed away. There are few left to remember them among those with whom they once did business.

Homer D. Matthews, for the past month manager of the Ft. Pitt Hotel, Pittsburgh, died May 26 from pneumonia. Mr. Matthews succeeded A. Brown Stahl as manager of the Ft. Pitt. He was manager of the Hermitage Hotel, this city, before going to Pittsburgh.

Koscherak Bros. are mourning the loss of one of their oldest and most valued employees in Herman Egel, who died last Saturday at the Malluk Sanatorium, aged sixty-one, after undergoing a serious operation a few days before. He had been confidential man and office manager for the concern for the past twenty years, having entered their employ soon after he came to this country from Germany, and the firm had become deeply attached to him for his never-failing loyalty. Mr. Egel had been in poor health for the past year or more, and a week ago last Friday left the office intending to take a short vacation. After being away for a day or two he was taken suddenly worse and was at once removed to the sanatorium. The funeral was held Tuesday morning at his home in Hoboken, and

was attended by the members of the firm and the entire office staff. Mr. Egel was a bachelor, and no relatives survive him in this country.

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#### BUSINESS BRIEFS.

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The Lotus Glass Co., Barnesville, O., has been incorporated with \$50,000 capital.

\* \* \*  
The Toledo (O.) Bottle Co. has increased its capital stock from \$80,000 to \$140,000.

\* \* \*  
Fire on May 25 did \$20,000 damage to the packing house of the Fox Glass Co. at Schuylkill avenue and Catherine street, Philadelphia.

\* \* \*  
Wills & Gardner, dealers in glassware, Middletown, N. Y., have entered a voluntary petition in bankruptcy. Liabilities \$4,874, assets \$3,140.

\* \* \*  
The Alliance Vitreous China Co., Alliance, O., has been incorporated with a capital of \$50,000. Incorporators: I. Koch, Joseph Koch, F. E. Dussel, J. D. Rogers and A. A. Muloc.

\* \* \*  
The S. S. Kresge Co. have started razing the building at 322-324 Fifth avenue, Pittsburgh, Pa., for the purpose of erecting a large retail store on the site. The new structure will extend through to Diamond street, covering over 7,200 square feet of ground space.

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#### FURNISHING THE FIGHTERS.

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**T**HE campaign being conducted by the Pottery, Glass and Allied Trades Unit of the Citizens' Preparedness Association, organized to recruit the National Guard of New York State to war strength, a detailed account of which was given in last week's issue, is now started in earnest. The first of this week the following letter was sent to every factory, wholesaler and retailer in the pottery, glass, brass and housefurnishing trades, and should soon produce a substantial beginning towards getting the 150 recruits, the quota assigned to this unit. In addition to this the efforts of the large Recruiting Committee, working under the direction of Major Wm. D. Finke, will undoubtedly show gratifying results within a short time. In fact, the present indications are that these trades will yield many more enlistments than the number assigned them.

To the Members of the Pottery, Glass and Allied Trades in New York State:

Governor Whitman has requested the help of the representative industries of the State in securing the 10,000 volunteers necessary to bring the National Guard of the State of New York up to a war footing as directed by the War Department. A systematic plan to

secure these volunteers by appeal to each industry is now being carried out.

The Pottery, Glass and Allied Trades Unit, through its Executive Committee, undersigned, has pledged itself to provide its quota of 150 men.

Our trades have always been relied upon to do their patriotic bit. Every employer can, by careful selective suggestion and proper influence, provide his part of this quota.

Please note these exemptions: Men with families solely dependent upon them, men in very important positions, men outside the age limit, are NOT WANTED.

Before June 5—Registration Day for Federal Selective Conscription—men of all ages between 18 and 45 years can choose the company in the National Guard they prefer to join, as well as the branch of the service in which they prefer to enlist. After June 5 this privilege is reserved to men between 18 and 21 years and 31 and 45. Those between 21 and 31, called to the colors through selective draft, must go where assigned.

Prospective recruits must be in good physical condition; weigh not less than 125 pounds; be not less than 5 feet 4 inches tall; able to read at a distance of 20 feet, without glasses, black letters  $\frac{3}{4}$  inches square with right eye and  $1\frac{1}{4}$  inches square with left eye, and must be citizens of the United States or have declared their intention to become such. Enlistments are for the duration of the war.

The several branches of the National Guard Service are: Infantry, Cavalry, Field Artillery, Coast Artillery, Engineers, Signal Corps and Sanitary Detachments.

Prospective recruits enrolling with this unit will be assigned to the military organization they designate on enrollment blanks, and every effort will be made to secure their acceptance therein. The main thing is to have your men first enroll with this unit. They will promptly be provided with card of introduction to recruiting officer in armory of selected organization. Should they prove to have some slight physical deficiency, like defective teeth, etc., the highest professional services will be provided to correct same free of cost to recruit.

Please bear in mind the object of this movement is to secure enlistments in the National Guard of the State of New York, and it is to that end your assistance is asked—not in aid of any other arm of the service, however commendable.

You will be interested to know that at this writing eighty trades are represented in this movement and that Governor Whitman has personally requested that all the separate committees and trade headquarters representing these industries be maintained for the duration of the war. It has been so voted.

Patriotically yours,

MARSHALL W. GLEASON, Chairman  
LEE KOHNS  
THOMAS SHOTTON  
J. DUNCAN DITHRIDGE  
JOHN H. WALBRIDGE  
WALTER B. KERR  
DR. WILLIAM CHURCHILL  
LEWIS H. BOWN  
*Executive Committee*

JOS. F. O'GORMAN, Secretary.

Negotiations are now pending for a store on Fifth avenue to be used as a recruiting station. This will be in charge of one or more members of the Recruiting Committee at all times, who will be assisted by three or four men in uniform detailed for the work by one of the regiments.

A roll of honor has been prepared by the Associa-

tion, to be hung up at the headquarters of the various units. This will contain the name of every man enrolled in each unit, and will be kept hanging while the war continues.

#### RECRUITING COMMITTEE.

Maj. W. D. Finke, Chairman	Lee Schoenthal
Julius Rosenfeld	John Hawthorn
Arthur V. Rose	Geo. Anthony
Lambert Dorflinger	Wm. A. Lathrop
Howard V. Brumley	H. T. Kneeland
Arthur Stier	Horace L. Bates
Wm. D. Anthies	Lewis R. Garvey
E. W. Hammond	John E. Rohrbeck
Geo. C. St. John	Louis W. Greeman
Chas. P. Le Berthon	John E. Plummer
Edmund V. Lewis	Ed. T. W. Craig
A. T. Flostroy	Fernand Desmaison
John V. Storck	Robert H. Yarwood
Louis D. Seixas	J. Jos. Snyder
Thos. Smallwood	Wm. F. Rowe
D. King Irwin	Wm. Scott
Charles Gleason	Geo. Nicholson
Leonard Stock	Franklin I. Camp
Victor Brisbois	Chas. Kiefer
Geo. C. Lynch	F. Calvin Demarest
Frank Shotton	Jos. M. Watte
Thos. F. Stackpole	David Littlejohn

#### TRADING WITH THE ENEMY.

THE Administration's "trading with the enemy" bill was introduced in the House May 25 by Representative Adamson, chairman of the Interstate and Foreign Commerce Committee. It is modelled somewhat after the British act, and would forbid and penalize trading by Americans with enemies directly or indirectly.

Violation would be punishable by a fine of not more than \$10,000, or imprisonment for not more than two years, or both. It would be unlawful for any person in the United States, except under a license from the Secretary of Commerce, to trade or attempt to trade or to have any business or commercial intercourse whatever, directly or indirectly, with a citizen of any enemy country or the ally of an enemy.

#### ART METAL GOODS AT MILLER'S.

A NEW departure with Edward Miller & Co. is the production of a line of art metal goods which includes smokers' sets, desk sets, bud vases, candlesticks, trivets, and a variety of other items. A number of excellent designs are shown in finishes that are in keeping with the high standard set by this concern. One that is exceptionally dainty is a white enamel with floral sprays applied here and there in an effect that very closely resembles the Dresden style of decoration.



## Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-  
ing Glassware, indirect and semi-indirect;  
Domes, Shades, etc.

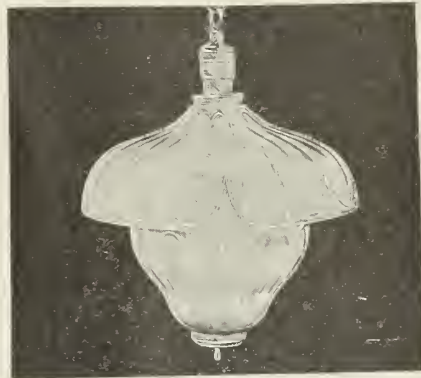
A GREAT deal has been accomplished in the last few years in the development of modern lighting along special lines. Office buildings and industrial plants are now lighted on well-thought-out plans which make for the highest degree of efficiency upon the part of the workers. The arrangement of lights is worked out on a scientific basis so as to provide the proper illumination at the proper points. This work is done under the supervision of experts. The same scientific method of lighting is now applied to places of public assembly, such as churches, halls, schools, lodge-rooms, theatres, etc. Another recent development is the lighting of outdoor sports. Tennis and golf can now be played at night under brilliant light sources placed at proper intervals. Plans of lighting have been worked out for motorcycle and bicycle racing, drilling, ice-skating, polo, football, shooting ranges, and almost any other conceivable form of sport in large or small areas. The marvels accomplished by "flood-lighting" must also be mentioned. This is the term for illuminating building exteriors, statues, fountains, etc., and received world-wide prominence by the illumination at the Panama-Pacific Exposition.

Such decided improvements have been made in the salesroom of Oscar O. Friedlaender, Inc., that the place is scarcely recognizable. Old fixtures have been ripped out, partitions torn down, modern fixtures installed, and the place entirely redecorated. But this is not all. The concern is showing a new line of lighting glassware, including semi-indirect bowls and shower shades, in most unusual designs, priced very attractively, with the added attraction of prompt shipments. Aside from this there is a line of elaborate composition gold-finished fixtures shown in sizes ranging from the small boudoir lamp to the largest table size, in which are represented some excellent values.

Several of the new lamps that are to comprise part of the new line in preparation for the fall trade by the H. E. Rainaud Co. are now on exhibit at the salesroom of T. W. Hamilton, and, judging from the favorable comments upon them, this factory has registered another hit. Following a style that proved very popular

with the concern's customers during the past season, they have brought out a number of pottery bases fitted with metal and glass shades finished to harmonize with and to match the bases. A number of very beautiful designs are shown. The introduction of several new finishes also gives the line an added interest.

The "Snap-on Holder" shown below is the feature of the "Kosmalite Sight Protector," invented by Max Kossmann, well known in the field of lighting glassware, and at present representing the illuminating line of the Tarentum Glass Co. A two-piece unit is held



together by the patented holder, making it simple to snap on the socket when cleaning and replacing the lamp. The fixture dissipates the glare of the new powerful nitrogen lamp, giving an even diffusion of light restful to the eyes, and yet of the greatest efficiency for the current consumed. Snap-on holders are made in three sizes, with daylight illuminating glass reflectors and shades to fit. They are manufactured and marketed by the Kosmalite Mfg. Co., of this city.

The first installment of one of the best lines of lamps ever gotten out by Edward Miller & Co. has just been placed on view at the New York salesroom. One very beautiful lamp has a rather massive base of blue and gold, the standard being covered with blue velvet having gold-finished ornamental pieces matching the base placed at certain intervals for effective contrast. An artistic silk shade in blue and white completes the ensemble. The same pattern is shown in combinations

of red and gold, black and gold, and others. Another out-of-the-ordinary creation has a rather elaborate base in an exquisite blue-gray finish with touches of gold and a gray silk shade trimmed with antique gold braid and lined with old rose—the whole making one of the daintiest things seen in a long time. The line of Mission style lamps is very good indeed. The bases are in vase effects in a rich copper finish, as well as in verde. They are in both squat and tall styles. The shades are of metal, with specially-tinted art glass.

An illuminated patriotic novelty that has just been gotten out by C. B. & J. Warner, the lighting fixture house, bids fair to become very popular. It is a picture of President Wilson in black and white, with the stars and stripes as a background, painted on glass adorned by an elaborate metal frame, and illuminated by means of a bulb hidden from view by a light metal case which also acts as a support for the frame. It is an excellent likeness of the President, and one of the most effective things of this character seen in a long time. Stores are enthusiastic over them for window and counter display, as they attract immediate attention to an exhibit of merchandise that might otherwise be passed by. Besides this novelty, the concern's factory is busy working upon an extensive new line of portables and fixtures which will embrace some entirely new ideas in design and finish. To make room for their greatly-increased line the firm is enlarging its display room to just double its former size.

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## AT CHICAGO.

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**B**USINESS showed a snappier tone last week. The wholesalers are placing heavy orders for future delivery, evidently hoping to cover against probable higher prices and also the uncertainty of shipments in case orders are placed after the draft has cut down the working forces at the factories.

John W. Trenck, of John W. Trenck & Co., manufacturers' representatives, Indianapolis, spent several days last week in the city.

The Nagel-Chase Co., dealers in lighting glassware, has leased the entire five story building at 254 E. Erie street.

W. T. Darden, of W. T. Darden & Co., who has been in the East on a trip, is again at his office in the Palmer House.

Work has been started on the new warehouse for Montgomery, Ward & Co. at the foot of Hobbie street. The building will extend through to the Chicago River, and will be seven stories and a basement, giving in all

about 160,000 square feet. The cost will be \$250,000. The structure will be ready for use by midsummer.

Eugene Jones, son of Ira A., and a student in the United States School of Aviation, has been ordered from Memphis, Tenn. to the hangars recently established by the War Department at Ashburn, Ill., just outside the western city limits. The change will give Mr. Jones the chance to be at home while at the same time completing his flying education.

Glass men who seek the trade of packers were busy last week trying to get a line on the firms which are considering the abandonment of tin. With many of the packers it has long been a toss-up as to whether they would use tin or glass for certain products, and the present situation is expected to decide the question.

Sam Natkin, buyer for The Fair, says the public is very susceptible to reduced prices at the present time, and has recently moved a variety of articles at special sales.

W. S. Kelsey, former traveler for the Corning Glass Co., who recently resigned, was in the city last week. He is considering among other offers the position of buyer for a large Middle Western department store.

Mail-order houses of the city to the number of more than twenty have been questioned as to their methods by investigators for the Post Office Department during the past week. It has been learned that the government has been watching some of the firms, particularly as to their stock-selling methods, for more than five years. The misuse of the mails is alleged in one or two instances. The general charge is that they have misrepresented themselves to the investing public, and that people have purchased stock under these misrepresentations. In the past year, it is charged, some of the mail-order firms have become very bold, and have overstepped the bounds of government patience.

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## TO RELEASE GOODS HELD UP.

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**N**EGOTIATIONS have been nearly concluded for the release of several millions of dollars' worth of merchandise in Rotterdam and other neutral European ports destined for the United States, but which have been held, in some instances for years, because the goods were German-owned.

In many of the cases articles detained have been paid for by their American purchasers. Where the goods have not already been paid for the money is to be put up by the consignees, and held in this country until after the war,



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

The first pottery manufacturing concern in this city to announce its patriotism through the purchase of Liberty Bonds is the Smith-Phillips China Co.

At a meeting of the board of directors of this corporation a few days ago an extra dividend was declared, payable in Liberty Bonds. "We have to do our bit," said President J. T. Smith, "and we thought that the best way would be to buy bonds and distribute them among our stockholders."

\* \*

A new bisque kiln was completed this week at the Taylor, Smith & Taylor pottery.

\* \*

West Virginia pottery operators are much pleased with the new law which has just passed the extra session of the Legislature requiring all males to work or lie in jail. The effect of the law will be to clear the State of loafers.

\* \*

Just how scarce hotel ware is in this district is shown by the fact that recently a large buyer willingly paid twenty-five off the list for a large shipment. This price establishes a new high record for hotel ware. Never before has this class of ware been in such demand.

\* \*

On May 24 the gas was "off" again in the kilns here, the temperature being down to 42 degrees that morning. This is the first time in the history of the trade when there was no gas in May.

\* \*

At a joint conference held here May 24 between manufacturers and jiggermen the latter were shown that they were standing in their own light. It has been the policy of the jiggermen to offer a mold-runner and batter-out more money for his services than he is receiving from another employer. This competitive bidding has worked not only to the detriment of the jiggerman who employs him, but to the firm as well. The latter has naught to do with the boys, who are hired and paid individually by the jiggermen. It was suggested to the

jiggermen that they pay the boys by piecework, as they do their finishers; but they do not take kindly to the idea.

\* \*

New kilns will be erected at the plant of the Smith-Phillips China Co. this summer.

\* \*

Some pottery manufacturers here have had more or less trouble with the plaster they have been using for making molds. It has not had the requisite stability, and this has resulted in the mold having a very short life.

\* \*

Returns already received by the canvassing board of the National Brotherhood of Operative Potters assure the re-election of President Edward Menge. First Vice-president Frank H. Hutchins, of Trenton, N. J., and Secretary treasurer John T. Wood, of this city, are also re-elected. All the other officers seeking re-election have a commanding lead.

\* \*

Fred Kline, Southern salesman for the Knowles, Taylor & Knowles Co., has been spending a season at the home office.

\* \*

The embargo placed on freight shipments out of this district ten days ago has been lifted to some points. Less than car lots are open to St. Louis, the South and Southwest. It is impossible at this writing to ship into the North and Northwest. The Youngstown and Ohio River road here has been taking shipments for diversion over the Erie. Hundreds of casks have been packed and are now awaiting shipment in this district.

\* \*

A new double decorating kiln has just been finished at the plant of the National China Co., Salineville, O., thereby increasing the decorated ware capacity one-third.

\* \*

The annual convention of the National Brotherhood of Operative Potters will be held at Atlantic City, N. J., starting July 6. The various locals are now electing

their delegates. A joint wage conference between the Brotherhood and manufacturers will be held later in the summer, when it is likely a new wage scale agreement for the general ware trade will be discussed.

\* \*

Alfred Fisher, of Newell, W. Va., and George Stevenson, of this city, both employes of the Homer Laughlin China Co. in Newell, have applied for a patent on a new clay shop stove room which is now being given its first practical test. The device is built on the style of a Ferris wheel and occupies a space of 16 feet. Eight cars are attached to the wheel, which rotates as they are filled. Each car contains seven shelves, each with a capacity of 130 molds. The saving of one mold-runner to each jiggerman is possible with this invention.

\* \*

Among the buyers visiting the district within the past few days were Morris Bergman, New York; Mr. Snyder, of the Mutual China Co., Philadelphia, Pa.; W. S. Gilmore, with Kaufman & Strauss, Louisville, Ky.; Mr. Bruce, with George Innes, Wichita, Kansas.

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#### CITY TO CELEBRATE CONSCRIPTION.

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NEW YORK'S young men of eligible age who are to enroll themselves on June 5, registration day, in the country's cause are to be accorded the high honor which their patriotic acts deserve. The city is to take official cognizance of their loyalty, and by means of parades, speeches and other exercises is to impress them with the appreciation and pride which New York feels in the willingness of its sons to serve the nation.

Following the suggestion of President Wilson that the day be accorded the honor and meaning it deserves, Mayor Mitchel in a proclamation has directed that a fitting celebration be carried out. He has appointed George T. Wilson chairman of a committee to seek the co-operation of various organizations in making the day, as far as New York is concerned, a success.

The suggestions of the Council of National Defence will be followed by the New York committee. These were to make the day one of great patriotic devotion. Church and fire bells, it was suggested, should be rung, flags should be displayed from public and private buildings, bands should parade the streets, and families and friends should accompany those of suitable age to the places of registration.

"To the end that these suggestions may be followed and these objects achieved," Mayor Mitchel said in his proclamation, "I hereby call upon the people of the city of New York in every way consistent with their other duties to join in a fitting celebration of June 5, registration day. And with a view to organizing the details I have asked the Mayor's Committee on National

Defence to give the matter immediate consideration and to see that the necessary arrangements are planned and proper announcements made."

In outlining the importance of the day and the purpose of the celebration Mayor Mitchel in his proclamation said:

"We of the United States prize highly our liberty, but frequently have taken much for granted, thinking all too little of the means essential to preserve, perpetuate it, transmit it intact, a sacred heritage to future generations.

"From the list of those enrolling in their election districts on June 5 will be selected by fair and democratic means thousands of young men whose privilege it is to defend that liberty by representing their country in arms and by taking their place in the ranks of those already fighting for the freedom of mankind."

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#### TO MAKE CERAMIC WARE IN GERMANY.

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ACCORDING to a recent issue of the "Frankfurter Zeitung," a new corporation for the manufacture of ceramic products is about to be launched at Meiningen, Germany, with a capital stock of 100,000 marks (\$23,800.) The new corporation contemplates the consolidation of a such of the English manufacturers of sanitary and chinaware in Germany as are at present under liquidation. Among these are the factories of Alfred Johnson, in Wesel, and the Troylord Potteries, of Ratingen, near Dusseldorf. The capital stock is to be increased later to four or five million marks. The Strupp Bros., at Meiningen, and the Bank of Thuringia, together with other manufacturers of chinaware, are said to be backing the plan.

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#### COPENHAGEN TO OPEN BRANCH STORE.

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OWING to the large increase in their business the Royal Copenhagen Porcelain Co. have announced through their manager, Axel G. Lober, that they will open a branch store at 563 Fifth avenue, corner of Forty-sixth street, on June 10.

One of the smartest shops of its character to be found anywhere is contemplated—a place of distinct individuality in keeping with the quality of the line and the exclusiveness of the retail section in which it will be located. Royal Copenhagen colors will be the keynote of the shop's decorative scheme, which will be carried out in every detail, from the rich damask wall covering to the specially-designed furniture.

Both stores will be under the management of Mr. Lober, who has engaged extra experienced salespeople to assist him.



The wholesale department will continue as usual at 256 Fifth avenue.

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### CHEMICALS IN THE GLASS INDUSTRY.

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**T**HAT the glass industry can use nearly all of the known elements, and actually does use a very large proportion of them, is a fact that is not generally appreciated, writes Wm. C. Taylor, of the Corning (N. Y.) Glass Works, in the "Journal of Commerce." This is perhaps because the largest percentage of glass made is of one type—a soda lime silicate. From these three oxides (with more or less other compounds such as alumina, magnesia, oxide of iron, etc., as impurities) are made the great bulk of insulators, bottles, fruit jars, plate and window glass, tableware, spectacle lenses and a large amount of miscellaneous ware.

The materials used in this branch of the industry are relatively few. For the cheaper grades of insulators and bottles almost any grade of raw materials will do so long as they can be mixed in proportions to give an easily fusible good working glass. In the better grades of ware, especially where freedom from color is desirable, the chemical purity of materials is of considerable importance. In clear, colorless glass the amount of oxide of iron present must be very low. Ordinary sand cannot be used for such ware, but sand must be obtained from special deposits that have a very low iron content.

The best grades of sand run less than .05 per cent oxide of iron and over 99.7 per cent silicon dioxide. Lime is introduced as purified carbonate or hydrate and sodium as carbonate of a very high degree of purity. A small amount of sodium nitrate is often used to oxidize whatever iron is present, as oxidized iron gives less color when reduced. Small amounts of manganese dioxide may also be added to neutralize the slight greenish tint due to traces of iron.

Besides the lime glass industry, there is a small but constantly growing percentage of technical and optical ware whose physical requirements are not met by the soda lime compositions. Such ware includes electric light bulbs, chimneys, lantern globes, chemical ware, baking dishes, decorative and cut glass, optical and colored glasses, as well as those glasses having specially restricted physical properties as regards hardness, solubility, conductivity, expansion, thermal endurance, etc. In this branch of the industry lime is replaced wholly or partially by the oxides of magnesium, zinc, barium, boron, aluminum, lead or antimony. Soda is sometimes replaced by potash.

Magnesium may be introduced as an impurity with lime or as oxide or carbonate. Zinc, lead and antimony are usually introduced as oxides. Boron is obtained from borax or boric acid, aluminum from feldspar or

aluminum hydrate, and barium from barium carbonate. Needless to say, great care must be taken to have these materials of a very high grade of purity, not only as regards iron, but other impurities as well, for in these special glasses accuracy of composition is very important, as a small change in the glass composition may render it valueless for a particular purpose.

For colored glasses the following materials are ordinarily used: Copper as cuprous oxide is used for making copper ruby and as cupric oxide for making green glass. Silver may be used to produce a yellow, and gold for high grade ruby. Cadmium is used as sulphide in yellow and red glass. Sulphur is used with carbon for amber glass; selenium is used for ruby and also as a decolorizer for iron, as it gives a pink tint similar to manganese. Chromium is used as oxide or dichromate in green glass, and uranium as oxide for yellow glass. Manganese is used as dioxide largely as a decolorizer. Nickel gives a color similar to manganese but is not used extensively. Cobalt oxide is used for purple and blue, and iron oxide for amber and green glass. For white opaque or opal glass cryolite or fluorspar are used as sources of fluorine, or in some cases such glass is made from arsenic oxide and bone ash as a source of phosphoric acid.

In these special glasses other elements could be used if it were possible to obtain them in sufficient quantity and at a low enough price. Such elements are lithium, rubidium, caesium, beryllium, strontium, mercury, thallium, zirconium, tin, thorium, bismuth, molybdenum, tungsten, together with the rare earth and platinum group elements, have been tried experimentally and found to be especially valuable for certain glasses, but their price is prohibitory for use on a large scale. Others of these have no particular advantages over elements now in use, but could, however, be used if abundant supplies were available at a low price.

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### STOPS BUYING PREMIUM GOODS.

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**A**NOTHER large user of premium goods has announced its intention of getting "out of the game." The Block Bros. Tobacco Co., of Wheeling, W. Va., has announced this change of policy. The concern has been a large buyer of both pressed, blown and cut glass and domestic pottery, together with household goods.

This action has been deemed necessary as a result of the prohibitive legislation in the various States, notably California and Colorado, which gives the manufacturers no choice in the matter except to discontinue issuing the vouchers.

The company has announced that it will redeem all outstanding coupons until July 1, 1919, unless unforeseen adverse legislation should occur to prevent the plan.

FOUNDED IN 1874.

# Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

## SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 31, 1917

## THEIR OWN ENEMIES.

A WELL-KNOWN traveling salesman, recently returned from a trip, is greatly incensed—and justly so—at what he terms the nearsightedness of the New York manufacturers' agents. He encountered many buyers "up-State" who had lately come back from visits to this city to place orders, where, they said, nearly all they heard in the showrooms were references as to how dull business was, giving them the impression that things were going straight to the dogs—with the result that they returned to their home cities determined to sit tight and await developments, despite the fact that business with them was good. They argued that the situation in New York was a pretty safe criterion in judging conditions, and if things were as bad as the agents pictured them they were not going to buy any more goods than absolute necessity demanded.

Such rank pessimism is incomprehensible on the part of the agents. They are not only hurting their own business, but conditions in general. But it is a characteristic of some china and glassware representatives at the first sign of a lull in business to begin talking calamity, even though they know from years of experience that a falling off in orders at certain times during the year is only natural and to be expected.

Thank heaven, all of them are not so foolish. If such a policy were to be followed in every wareroom it would produce a state of affairs bordering on panic.

Gentlemen of the pessimistic mind, change your

tune! Optimism costs nothing, and pays big dividends.

## PERSONAL.

IN addition to his skill as a creator of artistic pottery designs, Henry Creange has great ability as a decorator and interior furnisher. He has now acquired a reputation in the film world. In the great screen spectacle "Christus," now at the Criterion Theatre, all the decorative features are from his hand. While the pictures are wonderful in themselves, they gain greatly by Mr. Creange's collaboration, and everyone in the trade will be interested in his share of the work.



W. T. Woolley, with the Mitchell, Woodbury Co., Boston, is making a short sojourn in New York.



Maurice Belmuth, who has been associated with Fensterer & Ruhe for several years past as manager of the concern's lighting glassware department, has gone with Oscar O. Friedlaender, Inc., as general manager, and will assume entire charge during the absence of Wm. M. Friedlaender, head of the concern, who is expected to be called away for military duty at any time.



T. A. McNicol, head of the T. A. McNicol Pottery Co., East Liverpool, arrived in New York on Monday to consult with the Horace C. Gray Co., local agents for his lines.



Leonard Stock, with A. C. Kupper, is back from his spring trip after more record-breaking. In 1916 he beat his record over 1915, and now in 1917 he beats all his former records.



H. E. Thistle, Jr., of the Cox & Lafferty road staff, hit the trail again on Saturday, after spending a week at headquarters. He will make points up the State not covered on his previous trip.



C. L. Gray, manager of the Clay Casting Co., New Cumberland, W. Va., registered at the Hotel Imperial on Monday for a week's stay here to transact business for his factory and to consult with E. W. Hammond, who controls the output of the plant.



C. F. Quaintance, secretary of the Herold China Co., Golden, Col., arrived in town last Saturday for a ten days' stay, having made several stops en route, including Detroit, where he attended a meeting of the American Electro Chemical Society. He is very enthusiastic over the success of the factory's chemical porcelain line. They turn out 100,000 pieces of the ware



a month, and an interesting feature of its manufacture is that the factory obtains all the materials of which it is made within six miles of the factory. Mr. Quaintance, who is stopping at the Chemists' Club, makes his headquarters at the salesroom of A. H. Hays, New York representative for the concern.



When the National Clay Pigeon Shoot takes place at Little Falls, N. J., on June 7, 8, 9, there will be two participants who are prominent in the glass business—A. P. Doctor, New York representative for the Central Glass Works, and A. F. Priestley, of the Camden City Cut Glass Co. Both are spending all their spare time at practice, in the hope of winning prizes.



Fred. A. Hess, of the Horace C. Gray Co. staff, arrived home the latter part of last week after a visit to the factories of the Wellington Glass Co., West End Pottery Co. and the T. A. McNicol Pottery Co.



S. A. Keegan, office manager for Cox & Lafferty, has the sympathy of the trade in the death of his mother, which occurred last week at her home in Endicott, N. Y.



A. H. Hays will make his home at Ocean Grove, N. J., for the next three or four months, where he will occupy a beautiful new house that has just been completed for his use. He is looking forward to opening it on Friday of this week.



Louis Reizenstein comes to New York now in a dual capacity—as buyer of fine wares and seller of decorated glass. His visit this time will terminate on Friday or Saturday.



Chas. Hass, with Raphael Weill & Co., San Francisco, left for home on Saturday.



W. T. Newell, who for many years has had charge of the china department at the Strobel & Wilken Co., has been obliged by ill health to give up business, the doctors stating that he must get out into the open air. F. Hulse succeeds him, and will not only manage the china department, but also superintend the glass and housefurnishing goods sections, which will be greatly enlarged.



J. C. Davis, salesman for the Knowles, Taylor & Knowles Co., East Liverpool, passed through New York Tuesday on his way home from a New England trip. He said he took an accommodation train so that he could stop off and smoke a cigar with "Eddie" Ham-

mond. Among the admirable traits that characterize Mr. Davis is his unquestioned faith in the accuracy of his watch; and when the clock in the Metropolitan tower boomed out the hour of twelve he naturally looked at his treasure. The Metropolitan was right, to the second!



Charles Waxman, Western representative for Oscar O. Friedlaender, Inc., with headquarters in San Francisco, arrived in town this week looking particularly happy. The reason for his high spirits lies in the fact that this is a combination honeymoon and business trip, Mr. and Mrs. Waxman will remain here two weeks seeing the sights.



Horace C. Gray and his family moved into their handsome new home at East Orange, N. J., on Monday of this week, and Mr. Gray is the picture of contentment, now that the worries incident to building, which he has had to contend with for many months past, are over.



A. A. Breton, buyer for Shartenberg & Robinson, New Haven, paid a brief visit to New York on Monday to place orders. He reported business fairly good in his city, which is the home of a lot of munition factories, all working to capacity.



Ira Clarke, of the John B. Higbee Glass Co., was a visitor in the city this week.



An announcement that will create considerable surprise in the glassware world is the resignation, to take effect June 1, of Ernest D. Wetton, the well-known traveling salesman for C. Dorflinger & Sons. His twenty-five years with the concern had caused him to be looked upon as a permanent fixture. Mr. Wetton, who is considered one of the best posted men in the business, goes with the Libbey Glass Co., who are to be congratulated upon securing the services, of a man of his experience and capability. While traveling from the Libbey factory in Toledo, he will continue to make his home in Westfield, N. J.



Albert Jassman, with Meier & Frank Co., Portland, Ore., left for home on Tuesday.



Other buyers in the city this week were E. C. Tarr, of E. C. Tarr Co., Boston; F. H. Butterfuoss, for Cleland & Simpson Co.; Scranton; H. Walker, of W. & H. Walker Co., Pittsburgh; H. Reinberg, with R. M. K. Co., Chicago; W. J. Barnes, for Burden-Smith Co., Macon, Ga., and F. C. Keffer, for Kline, Eppiheimer & Co., Reading, Pa.

## QUITE UPSET THE USUAL ENGLISH CALM.

A CURIOUS incident occurred when Lord Beresford was speaking at the luncheon of the British Empire Productions Association at the Savoy Hotel, London, last week. He was dealing with the presence of Germans in the country when he happened to pick up a plate from the table and saw that, according to the stamp on the back, it had been made in Germany.

"Here's a pretty state of affairs!" exclaimed Lord Beresford. "We have actually been eating off German plates!"

A succession of crashes followed, a number of the guests seizing their plates and hurling them to the floor.

"The Empire Association must see that such a state of things never occurs again," said Lord Beresford. "I do not think I should have enjoyed my luncheon if I had known I had been eating off a German plate."

"The episode was due to an unfortunate coincidence," said the manager of the hotel afterward. "The dessert plate which happened to be in front of Lord Beresford was one of a number we had five or six years ago. When the war broke out we had about 10,000 of these plates and we gave them away to hospitals. The one used by Lord Beresford and one I have found since must have been overlooked. We searched all through the stores this afternoon and cannot find another."

At one of the banquets of the United States Potters' Association a member called attention to the fact that the potters were being served on French china. We shudder to think what might have happened had we been at war with France.

Under the caption "Germany's Potters Will Smile" the New York "Times" says: "It was decidedly characteristic that Lord Beresford, whose fame is rather for courage than for wisdom, should have been much disturbed and excited when at a public luncheon in London last week he found on the table before him a plate that was 'Made in Germany.' Incited by his expressions of horror at this discovery, the other guests, whose sense of relative values seems to have equaled his own, proceeded to make a wholesale fracturing of crockery.

"They and he should have found some difficulty in proving that thus they inflicted any injury on the Government with which their own is at war; and probably the German potters will hear the news, if it ever gets to them, with entire composure. For the destruction thus effected was advantageous for the trade of which they, in the future as in the past, are quite competent to win at least a fair share. As a rule that has only negligible exceptions, a plate broken means a plate to be bought; and about the only way to bring real and permanent losses on the German makers of tableware would be to guard their product with effective care.

"In one of Arnold Bennett's novels there is a relevant description of the intense enthusiasm at a theatre in one of the Five Towns when there came a scene which involved the destruction of a lot of table crockery. That was because most of the spectators were potters, and knew that this form of histrionic art was good for trade. Whether the knowledge was conscious or subconscious makes little difference. Lord Beresford's indignation on discovering that he had been eating from a German plate is not altogether incomprehensible, but if he were as wise as—well, as he is not—he might have realized that the way best to injure the German potters was to preserve their products with care, once the purchase of them had been made, while willfully to break those products was to create a demand the ultimate filling of which would be decided by economic considerations—not by the always evanescent animosities of one nation for another."

THE difference in effect between "Good morning, Mr. —!" and plain "Good morning!" is far more than the extra energy caused by the "Mr. —" amounts to.

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### HELP WANTED.

WANTED, ASSISTANT LAMP BUYER.—A large New York department store requires an assistant buyer in the lamp department. If fairly qualified and familiar with department store methods, is creative and ambitious, apply by letter only, giving full information concerning former affiliations and experience. All communications will be considered confidential. Address A 130, this office.

### WANTED TO PURCHASE.

WANTED—Twenty-five second-hand, complete cutting frames. Wood or cast iron construction. Must be well constructed and in good condition. Address THE MARION GLASS MFG. Co., Marion, Ohio.

WANTED—Address of maker of convex glasses for clocks. KILLAM & Co., Pawtucket, R. I.

### FOR SALE.

THE A. W. Wheelock business, of Rockford, Ill., for sale. Stock consists of china, glass, lighting fixtures, cooking utensils, talking machines, silverware. Store is well located. Clerical force is trained and organized, and various departments well looked after. Last year's business largest ever had but one. Store is located in center of business district. Two large stores handling this class of goods have closed out their stocks within a few months. Population 60,000, and growing rapidly. Rockford needs this store. No other stock of this kind in the city. Business established twenty-nine years and always made money. Present owner going into another business on a larger scale. For information, write owner, A. W. WHEELOCK, 107-109 S. Main Street, Rockford, Ill.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

Amendments and changes in the bill recently introduced in the Pennsylvania House of Representatives having to do with relief in the labor situation have taken the very life out of it. By the original bill the Governor was empowered to suspend such labor laws as necessity required—for the duration of the war only—and manufacturers and consumers alike lauded the measure. If passed in its amended form the Governor can only have authority to suspend labor laws upon the suggestion of the Council of National Defense. This places a different phase upon the law than its original framers anticipated. However, there will be considerable debate in both the House and Senate before it is finally in form to be sent to the Governor for his signature. Every move made on the measure is being watched closely by the glass manufacturers in this State.

A very serious situation confronts glass manufacturers in this territory through the contemplated action of gas-supplying corporations in suspending the sale of gas for steam-heating purposes. All glass manufacturers hereabouts use gas under their boilers. Should the move be finally put through each will have to resort to the use of coal, and it is here where serious thought is being given to the possibility of further car shortage. The use of coal for steam use will create an unusual demand for gondola and coal cars, and the question arises whether or not there will be enough to supply the new demand. There is already a noticeable shortage of coal cars.

A slight falling off in the call for the higher grades of glassware is reported. Utility ware, however, continues in strong demand.

The United States Glass Co. at a meeting of its official board May 25 took up the matter of subscribing to a liberal amount of Liberty Bonds. Other glass manufacturing corporations contemplate similar action.

Directors of the Owens Bottle Machine Co. have

declared the usual quarterly dividend of  $1\frac{3}{4}$  per cent on the preferred, and 3 per cent and 2 per cent extra on the common stock, payable July 2. The comparative income account of the company and controlled concerns for the six months ending March 31 shows a net profit of \$2,708,777. After paying  $3\frac{1}{2}$  per cent on the preferred stock the profits applicable to the common stock were  $27\frac{7}{8}$  per cent. In view of the fact that the last six months of the fiscal year—from April 1 to September 30—are ordinarily the most profitable period, the year's net earnings will probably be at least 60 per cent on the common stock.

There are unmistakable signs that the present cash discounts on glassware will be changed ere long. The terms now in force are abused to a great extent, and manufacturers are compelled to consider the advisability of eliminating the present method. It is proposed that all bills shall be net thirty days. Complaint against the alleged abuse of the present rules is very general, especially on the part of the department stores and the smaller buyers, who, it is said, have their own rules governing payment of invoices. Large jobbers take their cash discounts upon receipt of invoice and bill of lading; but the latter generally await the checking of the merchandise in their warehouses.

A slight improvement is noted in the freight car situation. The Wabash Railroad Co. is more liberal with its equipments than some of the larger lines centering here. The receipt of raw materials could be improved upon, however, especially from the soda ash manufacturers and the sand shippers.

Large packing interests continue to make steady inquiries for future requirements. Buyers for these houses say that it is hard to get even promises of deliveries.

Exports of glassware from this district are not as active as they were a month ago. Some stock is being shipped into Mexico, but not very much is going into the English possessions, although good business is on

file. Ships are being used for the carrying of more needed lines.

A. Brown Stahl, former manager of the Ft. Pitt Hotel, who assumed the management of the Hotel Lincoln here May 21, has changed its name to that of the Chatham Hotel. Numerous changes in the personnel of the house are contemplated.

### RARE GLASSWARE.

THE collection of American glassware, gathered by the Pennsylvania Museum and housed in Memorial Hall, Philadelphia, illustrates the various processes of glass-making in this country, and includes representative examples of blown, cut, pressed, enameled, silvered, stained, cameo and intaglio carved glass, and covers a period of about three hundred years.

The first glass manufactured in this country was made at a glass bottle factory built in the Virginia colony soon after October, 1608.

Eight foreign glassworkers, Welshmen and Poles, were brought over to operate it. The house stood in the woods about half a mile northwest from Jamestown, near Powhattan Creek.

Later, in 1621, Captain William Norton brought to Virginia four Italians to manufacture all kinds of glass, including beads for the trade with the Indians. Neither of these houses was successful, and both fell into disuse within a few years.

Mr. Barber, of the Pennsylvania Museum, recently made investigation of the region and discovered that examples of glass beads have, from time to time, been found on the site of the old glass house, or have been picked up on the shore of the river in the neighborhood, where they had been washed up at high water.

The museum treasures a number of specimens of these beads, which were, evidently, the very first glass made in this country. Some of them have been so worn by the action of the water that they have been reduced to half or a quarter of their original size, while others are coated with a beautiful iridescence or patine collected during three centuries of exposure to the action of the elements.

That the manufacture of more ambitious pieces was attempted by the Jamestown glassworks seems clear from various fragments in the possession of the museum, but the industry appears to have been in advance of its time and to have languished for want of patronage.

The most famous early American glassware is the so-called Steigel glass, made by Baron Henry William Stiegel, at Mannheim, Lancaster county, Pennsylvania, from about 1762 to 1774. Stiegel came to this country from Mannheim, Baden, Germany, in 1750, and his glass house is thought to have been the first flint glass manufactory in America.

The production of the house was the flint of lead glass known in Europe as crystal and included blown glass, ornamented by etched or engraved designs of tulips and other floral devices. In these pieces the cutting and flowering was done with a wheel or point.

The Stiegel glassware was of a higher grade than any produced in the country down to the period when the manufacture ceased, and although the works were only operated for a period of about ten days, their output must have been considerable, as a goodly number of identified pieces are cherished by collectors.

The works were situated in the village founded by Baron Stiegel, where, during his days of affluence, he lived in comparative pomp and splendor.

"As he rode home at sunset, after spending a day in superintending his enterprises," says Dr. Barber, "he was accustomed to being saluted at the entrance of his park by the firing of cannon and welcomed by music played by a band of musicians stationed on the roof of his house. The interior of the building was sumptuously furnished. One room contained a large fireplace lined with old Dutch tiles, some of which may now be seen in the rooms of the Historical Society of Pennsylvania."

*Continued on page 22.*

**Nick and Pull**

**Work Your Cash Register Overtime.**

The china and glass buyer of a large department store writes:

"For years I have used Blaisdell China and Glass Marking Pencils for marking prices on china, glass, crockery and all metal articles. Blaisdells fill the bill perfectly. They make clean price marks which remain legible through months of handling.

"Last year I started using these same Blaisdells to INCREASE SALES. I colored show cards with them, and made snappy colored signs directly on the glass of my show cases. Then it was that my Blaisdells helped me WORK MY CASH REGISTER OVERTIME."

There's a PROFIT suggestion from a live-wire merchant. Blaisdells are better for marking prices, but don't stop there. Let Blaisdells brighten up your store and boost your sales.

And remember, the Blaisdell is instantly sharpened, with no waste or muss—just "nick" between the perforations and "pull" the narrow strip of paper straightaway.

### BLAISDELL CHINA AND GLASS MARKING PENCILS

will work YOUR cash register overtime.

No. 173 Black  
No. 141 Light Blue  
No. 164 White

No. 166 Brown  
No. 168 Blue  
No. 169 Red

No. 170 Yellow  
No. 171 Green  
No. 172 Purple

Price \$1.35 per dozen; \$13.50 per gross.

Order to-day by number from your jobber or stationer,  
or write to us.

**Blaisdell** Paper Pencil Company  
PHILADELPHIA



*Theodore Haviland*

*Limoges.*  
**FRANCE.**

---

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



An interesting account of Baron Stiegel's enterprises was published by Dr. J. H. Sieling in 1896. The writer state that the products of the Mannheim glass works were vases, sugar bowls, salts, flasks, pitchers, tumblers, wine glasses, finger bowls and toys.

Recently it has been discovered that pressed glass was made in this country as early as 1827 and that the industry continued until 1840.

The museum preserves an example of American pressed glass, one of a series of salt, steam boat and apparently designed as a souvenir of the visit of General Lafayette to this country in 1824.

The specimen in the museum collection is a rich dark blue glass. On the side wheels of the boat is the name "Lafayet" in raised letters, while on the stern are the initials, "B. and S. Co.," which has been identified

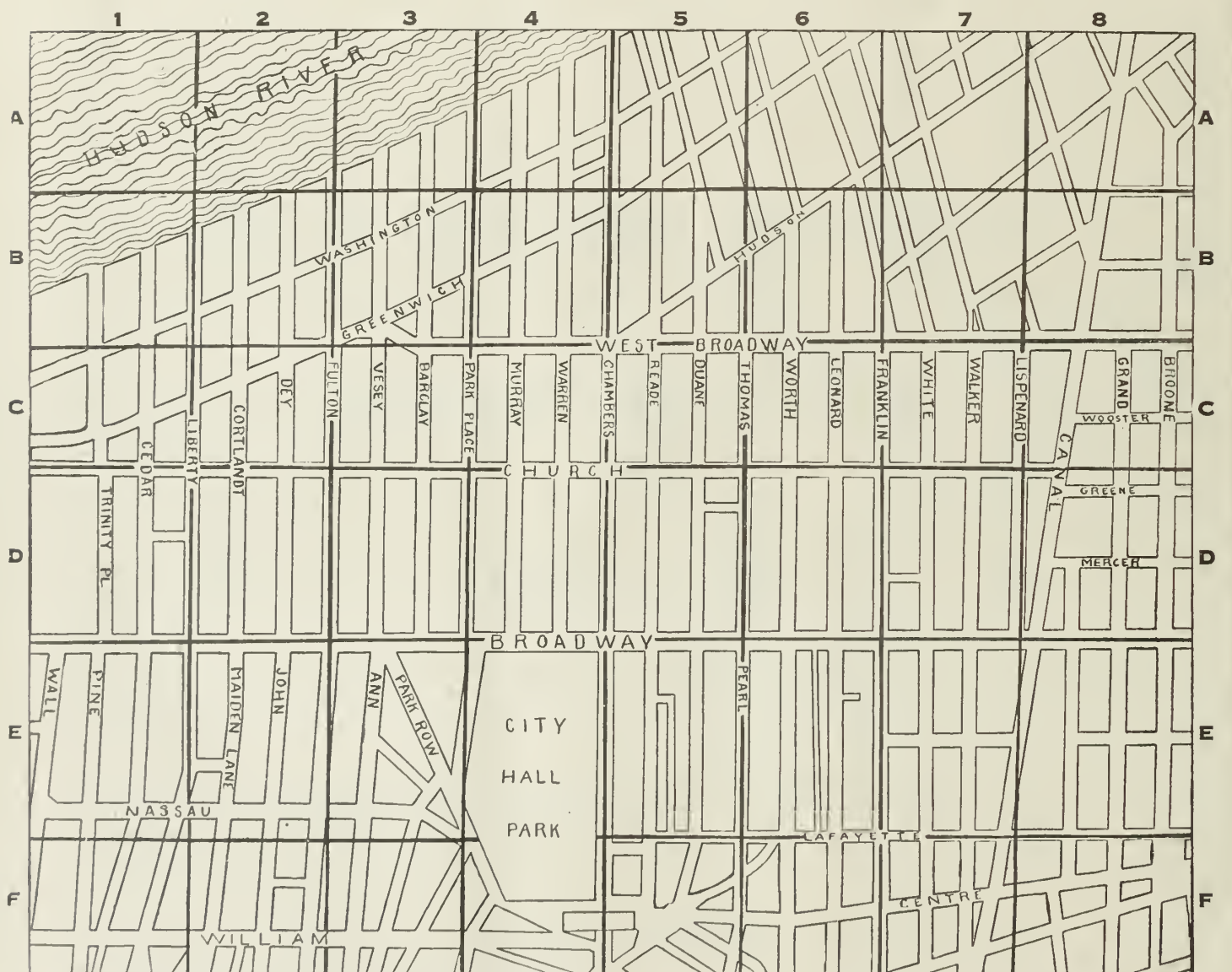
as the mark of the old Boston and Sandwich Glass Company, at Sandwich, Massachusetts, to which have been traced also several special designs in glass cup plates popular among collectors.

The museum's collection of American glass flasks and bottles with historical designs in relief, is of particular rarity and interest. It contains a practically complete series of bottles produced at American factories from 1825 to 1870. Several of the original iron blowing moulds in which these bottles were made are shown in the lower part of the case devoted to this special exhibit.

Some of the earliest objects of this character were produced at Coventry, Connecticut, in 1813, when a glass factory was started in that place, in which de-

*Continued on page 24.*

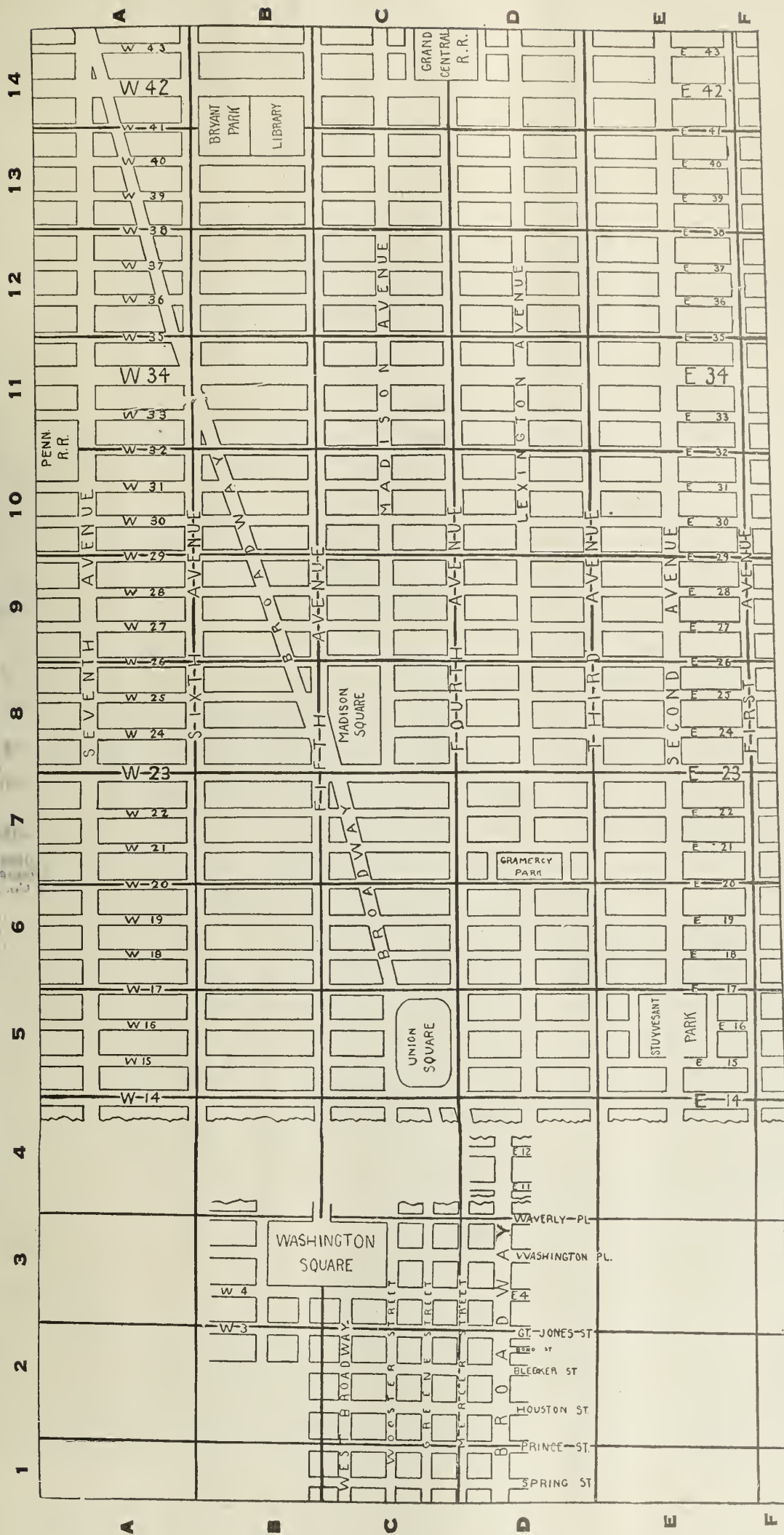
## Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place....	B 3	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C 3
Bernardand, L., & Co., 46 Murray St....	C 4	Honesdale Decorating Co., 36 Murray St.	C 4	Roessler & Hasslacher, 100 William St...	F 2
Bonita Art Co., 50 Park Place .....	C 3	Kupper, Herman C., 52 Murray St.....	C 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Davison John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tarentum Glass Co., 25 W. B'way.....	C 3
Dorflinger, C., & Sons, 36 Murray St....	C 4	Miller, Edward, & Co., 68-70 Park Place..	B 3	Tharaud, Justin, 25 W. B'way.....	C 3
Duncar & Miller Glass Co., 92 W. B'way.	B 4			Vogt & Dose, 65 Barclay St.....	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4			Williamsburgh Flint Glass Co., 96 Park Pl.	A 3
Friedlaender, Oscar O., 40 Murray St....	C 4				



Locations of Firms in the Uptown District.



- American Import Co., 220 Fourth ave. .... C=6  
Bing, F., & Co.'s Successors, 67 Irving Pl. .... D=6  
Bloch, L. D., & Co., 153 Fifth ave. .... C=7  
Boote, E., 35 W 23d. .... B=8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. .... B=8  
Bryce Brothers Co., 240 Fifth ave. .... B=9  
Brush-McCoy Pottery Co., 1140-1146 B'way .... B=9  
Bergen, J. D., & Co., 239 Fifth ave. .... C=9  
Benedikt, H., 7 W 22d. .... B=7  
Cox & Lafferty, 1140-1146 Broadway. .... B=9  
Cambridge Glass Co., 49 W. Twenty third. .... B=8  
Co-operative Flint Glass Co., 156 Fifth ave. .... B=7  
Deia Croix, C. I., 19 Madison ave. .... C=8  
Dohrmann Commercial Co., 85 Fifth ave. .... C=5  
East Liverpool Potteries Co., 139 Fifth ave. .... C=7  
Fry, H. C., Glass Co., 200 Fifth ave. .... B=8  
Fonderville, A. J., & Co., 85 Fifth ave. .... C=5  
Fostoria Glass Co., 141 Fifth ave. .... C=7  
Gillinder & Sons, 19 Madison ave. .... C=8  
Gray, Horace C., Co., 200 Fifth ave. .... B=8  
Gredelue, A., 129-131 Fifth ave. .... C=6  
Guerin, Wm., & Co., 43-47 W 23d. .... B=8  
Guernseyware, 16 W 23d. .... B=7  
Haviland & Co., 11 E 36th. .... C=12  
Haviland, Theodore, & Co., 200 Fifth ave. .... B=8  
Haviland & Abbot Co., 95 Madison ave. .... C=9  
Heisey, A. H., & Co., 200 Fifth ave. .... B=8  
Imperial Art Glass and Lamp Works, 205 W 19th. .... A=6  
Koscherak Bros., 129-131 Fifth Ave. .... C 6  
Lancaster Glass Co., 200 Fifth ave. .... B=8  
Manhattan Brass Co., 332 E 28th. .... D=9  
Mogi, Momonoï & Co., 105 E 16th. .... D=5  
Morimura Bros., 53-57 W. 23d. .... B=8  
Maibrunn Co., 40-42 East 19th. .... C=6  
McKenna Bros. Sales Corp., 1271 Broadway B=10  
Noe, Wm. R., & Sons, 53-55 W 21st. .... B 7  
Pairpoint Corporation, 43-47 W 23d. .... B=8  
Phoenix Glass Co., 230 Fifth ave. .... B=9  
Plume & Atwood Mfg. Co., 30 E 42d. .... C=14  
Pittsbn. W. S., 104 Fifth ave. .... B=5  
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. .... B=8  
Roseville Pottery, 621 Fifth ave. .... C=7  
Republic Specialty Co., 9 E 22d. .... C=7  
Straub, Paul A., & Co., 105-107 Fifth ave. .... C=6  
Strobel & Wilken Co., 61 W. 23d. .... B=8  
Tajimi Co., 597 Broadway. .... D=2  
Torlotting, E., 35 W 23d. .... B=8  
Takito, Ogawa & Co., 101 Fifth Ave. .... C=6  
United States Glass Co., 24th St. & B'way. .... B=8  
Venon, J. H., Inc., 104 Fifth ave. .... B=5  
Wedgwood, K. L., 133 Fifth ave. .... C=6

canter, tumblers, bottles, pocket flasks; snuff conisters, inkstands, vases and chemists' phials and jars were manufactured. Flasks of various sizes were made from 1820 to 1830 with portraits of Lafayette and Governor De-Witt Clinton, in commemoration of the opening of Erie Canal in 1825. These flasks were colored sapphire blue, green, brown and amber.

Flasks were made in commemoration of the opening of the first railroads in 1830. One of these shows a horse drawing a heavily laden four-wheel car along a rail, and another variety depicts a primitive engine. Both bear the inscriptions, "Success to the Railroad," lettered above the margin. These are attributed to the Kensington Glass Works, Philadelphia.

The Museum owns also some interesting specimens of the earlier cut glass made in the United States. These include a decanter, wine glasses, tumblers and water pitcher cut in the strawberry diamond pattern, made in Pittsburgh in 1828 for presentation from that city to Frederick Graff, a noted Philadelphia engineer, who, in the early part of the nineteenth century, gave to Pittsburgh some valuable aid in the formation of its municipal water system. The set is a gift from Miss Henrietta Graff, a daughter of Frederick Graff.

A cut glass punch bowl, decanters, candlesticks and tall champagne and wine glasses presented by Miss Henrietta Ritchie and Craig D. Ritchie are from the manufactory of ohn and Craig Ritchie at Ritchietown, now part of the city of Wheeling, West Virginia, and were made about the year 1835.

ESTABLISHED 1864.

**Cartwright Bros. Co.,**

POTTERS.

**East Liverpool, Ohio.**

Three Blocks West of P. R. R. Depot.

**W**HEN coming to East Liverpool don't fail to call and see what we have to offer you for 1917. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways.
The Flow Blue MEISSEN, Onion pattern.	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	"
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	"
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted.	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.



# Haviland China

is stamped

**Haviland** on white china  
France

**Haviland & Co.** on decorated china  
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

**Haviland & Co.**  
11 East 36th St., New York

FOR THE AUTOMOBILE.

MANY, if not most, department stores carry a variety of so-called polishes for automobiles. A large number of importers, manufacturers and members of the trade generally own cars, and every one of them is as particular about keeping his machine in good shape and looking as fresh as possible as his mother or wife is in keeping her home spick and span. It is claimed that "Victrolene" will do the trick. "Victrolene" is the name of a chemical product which will keep a car looking as fresh as the day it came out of the shop if this composition is used from the start. There is said to be on exhibition in New York a car that has been in daily use for a year, covering thousands of miles, and yet which looks absolutely new. Unless a machine is

caked thick with dried mud, there is no need for washing. The article takes off oil, rust from the nickeled parts, and can be used to cleanse the leather upholstery. It dries quickly; leaves no grease and no unpleasant odor. It is perfectly harmless—the manufacturers guaranteeing to "make good" if the user thinks it has hurt his car. Furthermore, they will refund in cash the full price if the purchaser is dissatisfied. It is not expensive at first cost, and a little of it goes a long way. Send for a trial lot or a sample can. It will be delivered by parcel post, and if not entirely satisfactory the money will be promptly refunded. The manufacturers want you to try it just once. They know you will be convinced that it will do all that is claimed for it. Drop a postal to Cox & Lafferty (Dept. J.), 1140 Broadway, New York.

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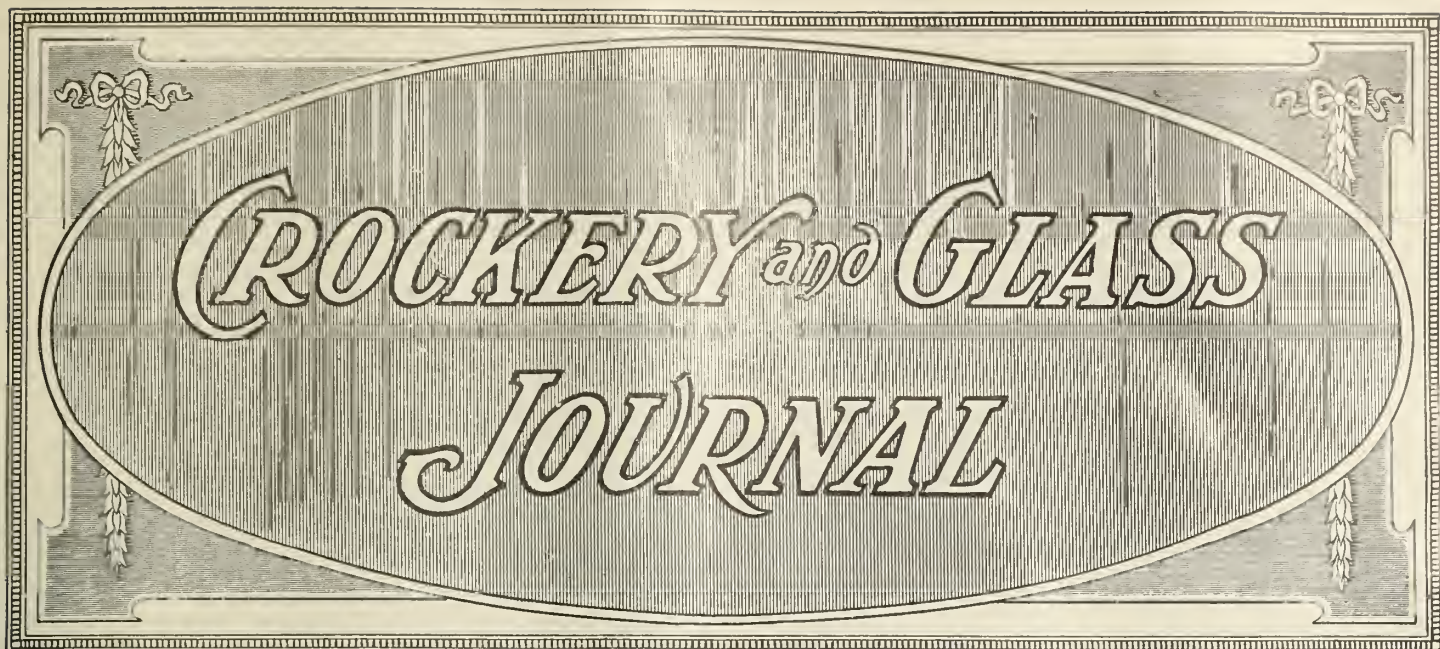
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NEW YORK, JUNE 7, 1917.

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## THE CONDITION OF BUSINESS.



**New York** Conditions with the importers are normal, as times go. They are not seeking new business, but take what comes, notifying buyers that deliveries will be uncertain. Always a quiet month, it is a little quieter now than in ordinary times, although the mails continue to bring the usual amount of business. There is a tendency on the part of the department stores in this vicinity to place no orders until after the first of July, owing to the uncertainty as to prices. If they are expecting to buy any cheaper at that time they are making a great mistake. There is absolutely no chance for lower figures for months to come.

On domestic pottery there will undoubtedly be a considerable raise next month in every direction. Goods of all kinds are still scarce, particularly in the hotel lines. The difficulty of supplying enough of the latter has resulted in chipped and defaced ware being used in hotels and restaurants where heretofore the slightest defect would cause the pieces to be thrown into the scrap heap.

Attempts are being made by buyers of glassware to place contracts in advance, but manufacturers are not anxious for this kind of business just now, and are either discouraging the placing of such orders or inconspicuously turning them down.

Some of the glass factories are beginning to see the foolishness of having too many sizes and shapes. The difference of an eighth of an inch in the height or diameter of a goblet or tumbler is unnecessary, and the man-

ufacturers will eliminate pieces where the sizes are so close together as to make little difference.

The manufacturers of Japanese china must feel gratified at the ready response which came to their request for a raise in prices on goods already bought but not delivered. It is not only evidence that dealers want goods very badly, but shows a commendable spirit of co-operation between wholesaler and retailer.

The lamp season is on, and good orders should be placed for fall delivery quickly. But there seems to be a decided apathy among buyers—which will probably be regretted later on. There is no possible chance of prices coming down; but there is every evidence that copper and brass will go much higher. Manufacturers will not stock goods, because they have not the room, and there is sure to be delay in delivery if orders are not placed now.

Retail trade in and around New York is quiet. People are beginning to go to the seashore, although not in as large numbers as usual, owing to the backward weather; and those who are staying at home are not refurnishing their city houses. The nearby seaside resorts, with their usual optimism, are looking for a good season. Memorial Day saw fair-sized crowds on the Jersey shore, and a number of reservations were made for the summer. But the bookings so far are much behind an ordinary year. Retail trade in the interior is better than in the East, but it would be stretching the truth to say that it is good. Improvement is



looked for in both sections within the next two or three weeks, when it is hoped things will have settled down.



**East Liverpool and Vicinity** Sufficient orders are on file at the potteries to insure steady operation, provided sufficient help is available, for months to come. "Business as usual" seems to be the slogan of the manufacturers in this district.



**Pittsburgh and Vicinity** The slight inactivity in new business coming to the glass factories just now can be traced in the main to the inability of buyers to secure prices and definite information as to the time of delivery. The lull, however, is rather welcomed by the manufacturers, as it gives them an opportunity to get a lot of old orders wiped off the files. Shipments ordered as far back as January and February are only now going forward.

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## WHAT IS THE LIBERTY LOAN?

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QUITE frequently the question is asked, "What is the Liberty Loan?" and John E. Gardin, vice-president of the National City Bank, thus answers:

The Liberty Loan is a debt being created by our Government for the purpose of carrying on the war with Germany to a successful conclusion.

President Wilson in his masterful exposition of the conditions that brought about the declaration of war set forth fully that this struggle is for the liberty of the human mind—for liberty of action on the part of all democracies. In order to carry on the conflict it now becomes necessary to go to the people and to borrow money—hence the name "Liberty Loan."

The United States has oftentimes borrowed money, and at times when the credit of the nation was not as good as it is to-day. In the dark period of the sixties the country responded freely, and at that time, with a nation rent asunder, it was open to doubt whether the United States would remain an entity or would be divided into two or more parts. Less than a decade after this great struggle was settled by the supreme efforts of the people the great debt created by the disturbance was paid up in full, and since then this great nation of ours has been practically free from all financial encumbrance. The Government to-day owes less than one billion dollars, and this could have been paid off years ago had it not been considered the better part of statesmanship to retain the debt at a low rate of interest (two per cent) in order to enable the banks of this country to create a circulating medium known as the National Bank Note, as security for which United

States Government Bonds are lodged with the Central Government in Washington.

There is not a nation in the world that has ever been able to maintain a bonded indebtedness bearing such a low rate of interest at par, and even to-day when money is in such constant demand, the value of the two per cent Government Bond is still one hundred cents in the dollar.

The Liberty Loan is now being offered to the people, and is payable dollar for dollar, thirty years hence, and is being issued to the extent of two billion dollars, so that posterity may bear its proportionate share of the burden caused by the present war with Germany. It is estimated that the cost of this war for the ensuing year will be between four and five billion dollars, and Congress is now engaged in devising means of raising an additional two billions by taxation. Consequently, the present generation bears one-half and posterity the other half of the expense of this conflict for the present year, as far as this can be foreseen at the present time. The good faith of the Government is pledged for the prompt repayment of this loan within thirty years, and in the meantime it gives to the investor an interest return of three and one-half per cent, which may be considered very good, when the quality of the investment is considered. Every citizen of this country of ours is pledged with all that he possesses now or in the future to the prompt payment of the debt at maturity, and consequently every citizen has an interest in its ultimate redemption. Certainly a better security than this cannot be expected.

A nation differs in no way from the individuals composing that nation, and a debt created by the Government is not different from a debt created by an individual; only in this case the Government debt has the guarantee of every individual in the land. We are now in deadly conflict with a nation that is superior in the arts and sciences governing every phase of human activity, and this nation for the last forty or fifty years has steadily prepared itself for warfare to be waged upon the world at large, with a view of dominating that world according to its own perverted ideas. A close study of German Kultur will demonstrate that it means world domination, the subjugation of every thought of individual manhood, the subservience of every phase of human life, to the dictates of a monarchical power, who, inspired by the insane idea that his reign is by divine right, seeks to elevate himself as the supreme being in a world empire of his own making, regardless of the wishes and the aspirations of the people whom he strives to dominate. The crisis had to come, and it found this democratic country of ours unprepared to meet such an arrogant spirit. Our Allies, the British and the French and the Italians, were in a similar position, but by an effort almost superhuman were able to stem the tide of invasion for a sufficient length of time until they were able to gather up their latest forces and



repel the invader. It was a herculean task, and the foe has not yet been vanquished; consequently when we were called upon to assume our share in maintaining the liberty of the world the prospect of ultimate success weighed in the balance.

In order to prosecute a war under present prevailing scientific requirements, money is necessary, and this money can only be obtained from the people; and a patriotic people considers itself honored when called upon by its Government to be of assistance.

Every individual in the nation regards it as his or her duty to pour out their possessions into the good care of the Government, which only requires it as a temporary loan, and in due course will redeem it dollar for dollar, and in the meantime will give to the lenders a commensurate income. This is not a matter of charity, but it is a duty; and the response from all over the land will be such that the United States Government will be proud of its people, and every citizen, no matter what his position in life, whether wealthy or otherwise, will, and most cheerfully, uphold the Government; otherwise anarchy will be the rule of the day; and such a condition certainly is not to be desired. Therefore, fellow citizens, come forward with your contribution, be it small or be it large, according to your ability, and take pride in the fact that you are doing your share in maintaining the dignity and the power of the greatest Government on earth—a Government that has protected you in your freedom in the past and is now doing its utmost to protect your freedom in the future; and that is the reason why this loan is called the "Liberty Loan."

In subscribing to the Liberty Loan you are helping the United States Government. In not subscribing to the fullest extent of your ability you are giving aid and comfort to the enemy and are thus assuming an attitude that is treasonable.

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## OBITUARY.

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NEWS of the death of George W. Starkweather, buyer for L. S. Donaldson Co., Minneapolis, came on Monday as a distinct shock to his many friends in this city. He passed away last Wednesday, from pneumonia, after an illness of only four days. Mr. Starkweather was very popular in the trade. He was brought up in the business, his father being a partner in the firm of Starkweather & Allen, Troy, N. Y. Prior to going with the Donaldson Co., about five years ago, he had been buyer for A. W. Wheelock, Des Moines, Ia., for a number of years. He went with the Donaldson Co. originally as china buyer, and handled the department so successfully that he later assumed the management of the housefurnishings end as well. Deceased, who was about forty-nine years of age, leaves a widow, three daughters, and a son.

Wm. J. Robinson, treasurer of the Bradley & Hub-

bard Mfg. Co., died of heart trouble at his home in Meriden, Conn., on Sunday, aged sixty-one. He had been connected with the concern for more than thirty years, and was highly esteemed for his sterling integrity and genial personality. He leaves a widow, a son and a daughter.

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## BOSTON BUSINESS NOTES.

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IF there is anyone in the trade, except, perhaps, some of the very smallest-paid employees, such as office boys and scrubwomen, who has not bought a Liberty Loan bond of some denomination, the correspondent of the CROCKERY AND GLASS JOURNAL has failed to meet him in Boston.

Every firm in the trade having men of draft age in its employ gave time off on Tuesday so that the boys could register. The draft will cause considerable bother to some firms, and it is expected that more women and girls will be employed when the men are called out.

Despite the war, retail stores seem to be unable to agree on summer closing. For several years past there has been a sharp division of sentiment, and each group has gone its way regardless of the others. Eighteen stores this week signified their intentions for the present season as follows: Six are to close at 1 o'clock on Saturdays and 5 o'clock on other days from June 18 to Sept. 15; seven will close all day Saturdays and at 5 o'clock on other days during July and August only; three will close at 1 o'clock Saturdays and 5 on other days from July 1 to Labor Day; and two will do the unprecedented thing by keeping to their present schedule through the hot months. The first group comprises Jordan-Marsh Co., C. F. Hovey Co., Slattery's, Hollander's, R. H. Stearns Co. and Butler's; the second, William Filene's Son's Co., R. H. White Co., Shepard, Norwell Co., Conrad's, Meyer, Jonasson & Co. and Wethern's; third, Macular Marker, Scott's and Shuman's; and in the continue-as-at-present group are the Continental Co. and Kennedy's. It will be seen that the split is wider than ever this time, and it cannot help but make shopping on Saturdays more than ever a puzzling question for many people who have no other day at their disposal.

"It is really remarkable," said the head of one concern which deals largely in specialties, "when you stop to consider how well the American manufacturers of glass and pottery have been able to fill the places left vacant by the cutting off of most of the European supply of these novelties. Just look over our samples. There's a great variety to select from, and the quality of many is fully as good as in the articles we used to secure from Germany. To be sure, they cost more now—but what doesn't. Who can say that after the

war we will not be able to compete successfully with foreign manufacturers of novelties? I believe that we shall also put up a good fight for trade in many of the finer productions."

E. A. Filene attacks the "Business As Usual" slogan, saying that America's business now is war, and that what should be done is what will bring an end to fighting the soonest. "Business," says Mr. Filene, "cannot serve two masters."

Delays in filling orders at the factories, constantly-increasing prices, and other annoyances in the forms of freight embargoes and delays, still continue to make many in the trade fret. They ought to be used to them by this time.

Employees of the Gilchrist Co. held a meeting the other night, with more than 700 present, and subscribed to \$101,700 worth of Liberty Loan bonds "as a starter." The corporation took \$80,000 worth of the bonds and the employees were given opportunity to pay for their subscriptions on the easiest terms possible.

Arthur Blackmer, of the Blackmer Cut Glass Co., New Bedford, was at Young's Hotel for a few days showing his new samples.

A number of the prominent men in the trade are working in the interest of the Liberty Loan, and several attended the luncheon given in honor of Secretary of the Treasury McAdoo at the City Club.

Mitchell, Woodbury Co. has started its early-closing time for the summer—one o'clock Saturdays; other days, five o'clock.

Somehow buyers find their way to Boston much better when there is something in the amusement line on tap for a "side issue." John Harrington, for the Bon Marche, Lowell; J. W. Chaput, for Harrison, Morey Co., Woonsocket, R. I.; J. D. Tousignant, for Goodnow, Pearson & Co., Gardner; and Will Cumming, for the David Harley Co., Pawtucket, R. I., were among those who dropped around to place orders.

There is beginning to be a drive on glass jars and preserving tumblers. High prices are no deterrent when the preserving fever is on. If the public thinks that food is to be scarce, or that it can "economize," it cares not what it spends to save a dollar. Witness the recent exhaustion of the supply of five-gallon crocks to "lay down" eggs for next winter. Considering that jars were at a large premium, the saving will be mostly theoretical.

The trade was greatly interested in Governor McCall's signing the measure which makes it possible to sell certain goods like china, pottery and glassware

marked with the Stars and Stripes when there is no advertising device connected with it or lettering on the flag. This puts the law of Massachusetts on practically the same basis as the Federal flag law and will make it lawful to sell many decorated pieces heretofore barred.

L. C. Rosencrans, representing the Wayne Cut Glass Co., of Towanda, Pa., has been showing his lines at the Parker House for several days.

## ADVANCE IN JAPANESE GOODS.

IMPORTERS of Japanese goods have sent out circulars notifying the trade that owing to the increase in freight rates prices will have to be advanced, and asking the co-operation of buyers. In most cases the advance was readily accepted, although there were a few cancellations. The increase is to be put on all goods not yet delivered, irrespective of when they were ordered. The advances range from five to sixty-five per cent—the latter on heavy wooden toys.

More than 120,000 tons of freight have accumulated in Japan owing to the lack of ships. On March 15 the ocean freight rate was \$9 per ton of forty cubic feet. The rate increased rapidly to \$12, then to \$15, to \$23, and is now \$25, with cable advices that hereafter it will be \$40 a ton.

Wages, too, are advancing in Japan. Twenty-five years ago four cents a day was paid where now seventy-five cents is demanded—and the workers are not as well off as they were at the lower wage.

It is possible that Japanese china will cost twenty-five or thirty per cent more next year, with a plusage for freight.

## AMID THE WHITE LIGHTS.

WITHIN a few weeks the most wonderful electric display in the world will flash its message in Times Square, this city. This is one of the latest activities of the Rice Leaders of the World Association. When the switches are thrown in thousands of colored lamps will show a beautiful picture of the Association Emblem, which features in striking symbols the business integrity of the Association members, whose names then appear in illuminated letters with their individual announcements and messages. Among them the name of the Fostoria Glass Co. will be prominent.

The Rice Leaders of the World Association is composed of representative manufacturers who have reached success through strict adherence to the basic principles of good business—honor, quality, strength and service. The purpose of the Association is to stimulate a widespread appreciation of what these sound business principles signify to the buying and consuming public.





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
Tips to Dealers Looking for Ready  
Sellers.



### LOOK GOOD TO BUYERS.

Geo. F. Bassett & Co. have just put on sale two new narrow border patterns on English porcelain which look so good to buyers that those who have seen them have ordered at once. They have a stock of these, and fully expect to get steady supplies. They have named them the "Burmese" and "Ophir."

### NEW STEMWARE.

A beautiful new shape and decoration in stemware, tumblers, finger bowl and plate, sherbet, etc., has just arrived from the Central Glass Works and been placed on display by the concern's New York representative, A. P. Doctor. Its refined style is destined to please the exacting, from the graceful bell-top shape in a wide optic crystal, with its pretty drawn button stem, to the dainty gold-encrusted narrow band decoration showing a beautifully-executed continuous leaf pattern. Sharing honors with the new design is a line of porch sets featuring a charmingly-shaped tall teapot with handled glasses to match in a variety of decorations of unusual attractiveness.

### ANOTHER PATRIOTIC BIT.

In addition to the now famous "Patriotic Bee," which has proved a king of sellers among the many patriotic novelties on the market, the Brush-McCoy Pottery Co. have also introduced another item in this class of goods that also bids fair to enjoy a reign of popularity. This is the "Uncle Sam Hat," which, aside from being ornamental, can also be utilized as a match-holder or for other purposes. It is made in a white body, the outside being decorated with a band of stars on a blue ground, while the remainder of the hat has alternating red and white stripes.

### AMERICAN EAGLE IN A NEW FINISH.

The "American Eagle," the popular patriotic novelty recently brought out by the Lancaster Glass Co., originally produced in a rainbow coloring, is now to be had in an ivory finish as well. This is one of the cleverest of the concern's line of glass novelties, and sells on sight wherever shown. In addition to the attractive new finish, a removable celluloid shield of stars and

stripes now dangles from the mouth of the eagle. This, as well as the rest of the factory's long list of "sellers," may be seen at the salesroom of Frederick Skelton, New York representative.

### GOOD VALUE IN A SEASONABLE ITEM.

A new water or lemonade set, consisting of an exceptionally pleasing style pitcher with six tumblers to match, is one of the latest things to put in an appearance at the salesroom of the Horace C. Gray Co. from the Diamond Glass Co. It is decidedly striking, and its excellent value further commends it to the buyer. A very artistic rose pattern in a quite different all-over spray effect is employed very advantageously in a dull-finished light cutting. A pretty finish is given the top of the pitcher by the use of a neat notched and beaded edge.

### NEW PUNCH SET.

A novel tall style punch set, one of the newest items turned out by the Cambridge Glass Co., is attracting a great deal of attention at the concern's local salesroom. The shape is entirely different from what is usually seen in items of this character, and the pressed cut design is more than ordinarily effective, showing a floral and mitre pattern that is extremely tasteful. Another line that D. King Irwin has recently placed on exhibit is an assortment of baskets, vases, etc., in a beautiful engraved and cut design.

### WONDERFUL COLORED GLASSWARE.

No greater pleasure could be enjoyed by the connoisseur in glassware than through a visit to the show-room of the McKenna Bros. Sales Corporation, representatives for the Libbey Glass Co. and other factories, where is being shown a part of the museum art glass from the Libbey studios which was recently on display at a special exhibition at the Bellevue-Stratford Hotel, Philadelphia. With the exception of one or two items in rock crystal, all the pieces shown are in colored glass. These must not be confused with present-day reproductions of Venetian ware. They are entirely original conceptions, and only one of each design has been or will be made. A wonderfully artistic effect is pro-

duced by plating different tones of a color upon plain crystal, the different shades of the glass being revealed according to the depth of the engraved ornamentation. Among the pieces are a couple of handsome electroliers and several unique shapes in vases, plates and decanters.

#### BOUND TO PROVE POPULAR.

A patented mahogany smoking stand that embodies every possible comfort that a smoker could ask for, and an item that gives promise of becoming one of the biggest sellers ever produced in an article of this kind, has been aptly named by the manufacturers "The Best Yet." It is really all that the name implies. Lehman Bros., manufacturers of brass and mahogany goods, control the patent. As an illustration of its selling qualities, it had no more than been delivered this week at the salesroom of the factory's New York representative, Max Hirsch, when a local buyer came in, and immediately seeing its sales possibilities placed a good-sized order for each of the four styles in which it is made. The stand is of the regulation style, fitted with a glass ash tray, brass match holder and cigar rest. The patented feature is a cylinder-shaped box attached to the top of the stand, having a small sponge fastened to its lid, thus making it a humidor. At one side of the cylinder is a small mahogany lever which releases the cigars or cigarettes one by one from the box, dropping them in the tray below or into one's hand. A table size is also shown, minus the stand.

#### MONTHLY SUMMARY OF IMPORTS.

THE importations of earthen, stone and china ware for the month of March, 1917, compared with the same month in the preceding year, show the following losses: Great Britain \$4,903, Austria \$8,343, Germany \$41,906 (Germany and Austria combined \$50,249), France \$11,252, Other Countries \$249; while Japan gained \$23,236; making the total show a net loss of \$43,417.

For the nine months ending March, 1917, compared with the corresponding period of 1915, Great Britain showed a loss of \$43,639, Austria \$343,953, Germany \$2,553,204 (Germany and Austria together \$2,897,157), France \$65,244, Japan gained \$455,241, and Other Countries \$348,411, making the total compared with 1915 show a loss of \$2,502,381. Compared with the nine months of 1916 Great Britain gained \$375,004, France \$19,043, Japan \$471,253, Other Countries \$60,768, while Austria lost \$27,002 and Germany \$92,018 (Germany and Austria \$1,097,460). The total shows a loss for the nine months compared with 1916 of \$98,730.

The importations of toys for the month of March show a loss of \$61,953 for Germany and a gain of \$47,135 for Other Countries. For the nine months Germany lost

\$5,675,740 compared with 1915 and \$2,230,156 compared with 1916; while Other Countries lost \$117,603 compared with 1915 and gained \$398,642 over 1916.

In glassware the importations fell off \$12,257 for the month and \$1,086,455 for the nine months compared with 1915, and gained \$143,124 compared with 1916.

Hydrate of potash containing not more than fifteen per cent of caustic soda lost \$592 for March, and for the nine months lost \$184,492 as compared with 1915, and gained \$25,956 as against 1916.

China clay showed a gain of \$50,079 for the month, but for the nine months lost \$340,695 over 1915 and \$37,890 over 1916.

Articles of metal enameled or glazed with vitreous glasses lost \$36,544 for the month, and for the nine months lost \$267,690 compared with 1915 and \$17,473 compared with 1916.

NOTE—The import values of the china coming in this year are fifty per cent higher than the same goods would have been in 1915. Therefore, the value of the goods set down at \$4,246,746 in 1917 would have been only \$2,831,164 if invoiced at the 1915 prices.

#### RIGHTEOUSLY INDIGNANT.

VIGOROUS protest is being made by The Merchants' Association of New York against an amendment offered by Senator Hardwick, of Georgia, to a bill changing the Federal Reserve Act, and known as the "Hardwick Amendment." This amendment would nullify the rule established by the Federal Reserve banks of collecting checks without charge, and would permit a charge to be made for cashing checks, apparently even checks presented by a depositor to his own bank.

In protest The Merchants' Association has sent to twenty-five representatives of New York City and State in Congress the following telegram:

"On behalf of the business men of this city, whose business relations ramify throughout the country, The Merchants' Association of New York vigorously and earnestly protests against the enactment of the Hardwick Amendment to the bill amending the Federal Reserve Act, which amendment would permit a charge of one tenth of one per cent for collection or payment of checks and drafts, and remission therefor by exchange or otherwise. We protest that payment of goods purchased should be made to the seller at par and should not be subject to such deduction as would be permitted by this amendment. Moreover, the phraseology of the amendment is vague and apparently permits charge for collections between institutions in the same city or town, and possibly for cashing a depositor's own checks when drawn on and presented at his own bank for payment.

"We cannot conceive of anything more detrimental to American business credit than that a bank check should be worth anything less than its face value at the counter of the bank on which it is drawn."



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

Pottery selling lists are continually advancing, in keeping with the increases in the prices of raw materials. Plain white ware, fancy shapes, is being sold at 40 off; plain shapes at 35 off. Plain white hotel ware is priced at 25 off. Decorated scales have been advanced 50 per cent above the original lists. Every manufacturer is acting upon his own system of costs. While the price of labor is the same throughout the district, here and there a manufacturer may be covered by a contract for some certain material that is largely in his favor.

\* \*

May 31 manufacturing potters received notice from a domestic china clay shipper that, "effective June 1," the price on No. 1 china clay would be advanced to \$14.50 per ton and the No. 2 grade to \$13 per ton, f.o.b. shipping point. It was not so many months ago that these same grades were being bought at \$8 and \$6.50 per ton.

\* \*

There has been some slight relief in the freight car situation of late, but the condition is still far from being satisfactory. Hundreds of casks have been packed and rolled outside the shipping rooms ready for shipment. Thousands of dollars' worth of merchandise are tied up as a result. Pennsylvania Railroad officials give the manufacturers no encouragement concerning future embargo rules.

\* \*

The barge of clay referred to three weeks ago as having been ordered by the Homer Laughlin China Co. has been received at the Newell wharf. This is the first time that Southern clay has ever been delivered here by water. It contained about 800 tons.

\* \*

Edward J. Owen, of the Southern Potteries Co., Erwin, Tenn., spent several days in the district last week.

\* \*

The National China Co., Salineville, O., contemplates the purchase of a block of Liberty Bonds and will offer its employees an opportunity to participate in

the loan on easy terms. The National is the second pottery concern in this district to buy Liberty Bonds, the first being the Smith-Phillips China Co.

\* \*

"Our materials have increased from 50 to 400 per cent within the last eighteen months," said a local manufacturer, referring to invoices and comparing them with prices now in effect.

\* \*

A saving of about twenty per cent in the consumption of fuel is expected to result through the invention of a new flue-regulating device by George Letinski which is now being tested by the Homer Laughlin China Co. The inventor, a ceramic engineer, who has seen service in the trenches in Russia, has been working here for several months on his plans. If successful the Laughlin company will install the device in all of its seventy-eight kilns.

\* \*

J. C. Beatty, Youngstown, O., spent several days here last week buying.

\* \*

Pottery manufacturers have been advised officially by the traffic department of the Pennsylvania Railroad that "in war, transportation is an essential national arm. Therefore, make one car do the work of two by ordering only such cars as are needed for immediate loading; by loading cars to full carrying or cubic capacity; by prompt loading and unloading and not taking advantage of the free time allowed under the car demurrage rules."

\* \*

Unlike other years, practically no new items in pottery have been developed in this district during the past six months, and manufacturers who contemplated placing new shapes on the market have given up the idea. The demand for the present lines is so strong that they have neither time nor inclination to give thought to new creations.

\* \*

The referendum vote for officers of the National Brotherhood of Operative Potters resulted in the reelection of all former incumbents save one, that of fifth

vice-president. The vote gave Edward F. Menge 1,667 votes to 1,006 for Frank W. Gratton, his opponent. Following is the complete list: President, Edward F. Menge, East Liverpool; secretary-treasurer, John T. Wood, East Liverpool; first vice-president, Frank H. Hutchins, Trenton; second, George Chadwick, East Liverpool; third, Louis Driber, Trenton; fourth, S. M. Moore, Trenton; fifth, George H. Cartlidge, Trenton; sixth, T. M. Woods, Sebring; seventh, John Shingler, East Liverpool. Eastern Standing Committee—Joshua Delaney and Edwin J. Whitehead, Trenton. Western Standing Committee—John P. Duffy and Frank J. McCullough, East Liverpool.

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The decorators' union announces that the report that it would affiliate with the National Brotherhood of Operative Potters at the July convention is erroneous. The president of the organization says that such action was never considered, and that the decorators will continue to maintain their independent union.

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Pottery manufacturers will have very little to charge to "selling expense" this year. One local concern has not had a man on the road all season, while others sent their men out in January only. Hotel and railroad expenses have therefore been very light. Buyers have been coming into the market regularly, and the last six weeks has resembled the January season in the number of visitors.

\* \*

J. Nessley Porter will offer for sale at the Court House in New Cumberland, W. Va., June 9, at one o'clock, the flint and spar mill of the Newell Mining and Pulverizing Co., Newell, W. Va. It is equipped for immediate operation.

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#### IN UNIFORM AT MACY'S.

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SHOPPERS at Macy's on Tuesday saw scattered all throughout the establishment—behind the counters and on the floors—five hundred men in the Home Defense uniform. Every morning a squad of the Macy unit is drilled, but on Registraton Day the whole company reported in uniform, and performed their duties in that dress. The entire equipment was paid for by the firm.

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#### AN ABSOLUTE GUARANTEE.

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SO sure are the producers of "Victrolene" of its doing just what they claim that if any purchaser is not perfectly satisfied the purchase price will be refunded without question. Cox & Lafferty are well known in the trade. They represent one of the biggest

glass factories in the country, and are financially and commercially strong. Mr. Cox authorizes us to say that if anyone buying "Victrolene" from his firm is not satisfied he will send his personal check for the amount paid. Read the advertisement on the cover of this issue; see what is claimed for the compound; send for and try it. Then, if you are not satisfied, get your money back.

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#### RECRUITING STATION OPENED.

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THROUGH the generosity of the United States Life Insurance Co., owners of the building at 101 Fifth avenue, and Oliver W. Mallaby, agent for the building, the Pottery, Brass, Glass and Allied Trades Unit of the Citizens' Preparedness Association has been given the use of the store floor for a recruiting station. This was opened on Wednesday noon, with a member of the Recruiting Committee in charge, and two men in uniform detailed from the Second Field Artillery to assist.

The recruiting station is prominently located in the center of the uptown trade district, between Seventeenth and Eighteenth streets, and will be open every day from 9 to 5. A number of enlistments have already taken place, and we hope to publish next week a list of names that will show substantial progress towards getting the 150 required.

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#### BERMAS CLUB RETAINS CHAMPIONSHIP.

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THE spirited rivalry between the Bermas Bowling Club, of New Rochelle, and the Victrolene Club, of New York, made things lively at the Riverside Alleys on Monday night, when the two clubs got together for a contest. F. E. Bermas, buyer for the McCreery Co., heads the New Rochelle bowlers, and the Victrolene Club is composed of the Cox & Lafferty contingent, the club getting its name from the famous automobile polish sold by the concern.

The Bermas club still holds the championship, having beat the Victroleners the best three out of five games.

Since Billy Sunday came to town W. H. Windhorst sustains his strength during games by drinking milk. And a poor play brings forth the profane ejaculation "Sugar!"

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#### THE BUDDE & WESTERMANN OUTING.

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ON Saturday the Budde & Westermann Association, known as "The Three O's," will have their annual outing. They go to a resort on Long Island where games of various kinds will be played and later a dinner enjoyed.



MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of March, 1917, compared with the same month in the preceding year, were as follows:

	1916	1917
Great Britain.....	\$168,923	\$164,020
Austria....	8,343	
France.....	84,520	73,268
Germany.....	41,906	
Japan.....	91,360	114,596
Other Countries.....	23,650	23,461
Total.....	418,702	375,285

FOR NINE MONTHS ENDING MARCH.

	1915	1916	1917
Great Britain...	\$1,777,161	\$1,358,518	\$1,733,522
Austria.....	345,985	99,414	2,032
France.....	817,452	732,563	752,208
Germany.....	2,582,029	956,843	28,825
Japan.....	943,166	927,154	1,398,407
Other Countries	283,334	270,984	331,752
Total.....	6,749,127	4,345,476	4,246,746

TOYS.

	1916	1917
Germany.....	\$61,053	\$
Other Countries. . . . .	43,727	90,862
Total.....	104,780	90,862

FOR NINE MONTHS ENDING MARCH.

	1915	1916	1917
Germany.....	\$5,694,785	\$2,249,201	\$19,045
Other Countries	1,119,011	603,766	1,002,408
Total. ....	6,813,796	2,852,967	1,021,453

GLASSWARE.

MARCH		FOR NINE MONTHS E'D'G MARCH		
1916	1917	1915	1916	1917
\$48,843	\$36,586	\$1,389,491	\$446,160	\$303,036

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

MARCH		FOR NINE MONTHS E'D'G MARCH		
1916	1917	1915	1916	1917
592		\$212,825	\$2,377	\$28,333

CHINA CLAY.

MARCH		FOR NINE MONTHS E'D'G MARCH		
1916	1917	1915	1916	1917
\$93,588	\$143,667	\$1,196,845	\$849,040	\$856,150

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

MARCH		FOR NINE MONTHS E'D'G MARCH		
1916	1917	1915	1916	1917
\$37,582	\$1,038	\$420,717	\$170,500	\$153,027

RELIEF FUND GROWING.

CONTRIBUTIONS to the Relief Fund for Indigent French Civilian Prisoners in Germany, for which Justin Tharaud is secretary, are coming in very satisfactorily. The members of the china and glassware trades have responded in a generous manner thus far, and it is hoped that they will swell the fund still farther, for every little bit will help towards relieving the wants and sufferings of the prisoners interned in the German camps.

The amount collected thus far is \$577.60. Among the contributors in the china and glassware trade are: Herman C. Kupper, \$25; George Walther, Cleveland, \$10; Louis Reizenstein, Pittsburgh, \$10; E. Torlotting, \$5; Loubat Glassware and Cork Co., New Orleans, \$10; L. Bernardaud & Co., \$25; Wm. Handel, Meriden, Conn., \$5; D. W. Scammell, Trenton, \$5; Norman C. Walker, \$5; Lazarus & Rosenfeld, \$10.

Mr. Tharaud will be glad to receive contributions to the fund at 25 West Broadway. Makes checks payable to J. S. Bache & Co.

BUSINESS BRIEFS.

The Blackburn Toy Mfg. Co., Newark, N. J., has been incorporated with a capital of \$10,000.

Fire May 28 completely destroyed the plant of the Tulsa (Okla.) Glass Co., entailing a loss of \$120,000.

The five and ten cent store of Harry Solofsky, 2,-018 Amsterdam avenue, New York, has filed schedules in bankruptcy. Liabilities \$4,423, assets \$4,000.

Last week the Flaccus Glass Co. bought the five-story and basement building at 63 Barclay street, running through to 61 Park place, where they have been located for many years. It is understood that they will remodel the building and continue to occupy it.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JACQUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:  
TEL. 5092 BARCLAY.

MECHANICAL DEPT:  
TEL. 5086 BARCLAY.

### SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

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Canada.....	3.00
All other foreign countries in the postal union .....	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jacques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 7, 1917

### "NEVER SUCH A BARGAIN."

ASIDE from the desire to do one's bit, there is another good reason for buying Liberty Bonds—namely, the fact they will prove an excellent investment later on. Referring to this phase of the matter, the New York "Times" says:

"The reason why the Libery Loan will have a greater value in peace than now is that in peace the world will resume commerce. At present, commerce has been stopped between two great divisions of world nations, and greatly obstructed between both of them and all neutrals. Gold now is cheap because it cannot buy goods. Gold is not needed to buy goods within individual nations. Germany is managing by swapping checks between Germans. Each nation is doing the same within itself, although for different reasons. We are the world's dumping ground for gold now, when other nations must buy here and cannot buy with their paper unless we concede credit terms. With peace, all this will change. There can be no international commerce without gold, and we have the world's loose gold. We have bought it cheap and we shall be able to sell it dear—that is, in exchange for goods sacrificed by those who will need gold when they stop printing paper credit and begin redeeming it. Then we shall have an opportunity of service to the world rivaling that we are now performing, so much to our present profit. Our future profit will lie in buying the goods which the world will press upon us, and which it would be in

human in us to refuse to buy, not to mention the foolishness of it. No man was ever ruined by buying cheap goods.

"It will be seen why the millionaires are buying the Liberty Loan away from the small subscribers, so far as they shall refuse the bargain. The wise ones know that Uncle Sam is selling futures in gold and promising to pay takers while they wait their time to take gold and buy cheap goods, making two profits. It is said that there is nothing sure but death and taxes. There may be some reason, such as the financial world never knew, why the Liberty Loan will not some time be worth more than it is offered for. But this is sure: if that shall happen it will also be a new experience. The United States never sold a loan which did not thereafter sell at a premium. And that is true although Uncle Sam has seen such hard times that he has had to pay pawnbroker's prices to get credit, so low were his fortunes. The Liberty Loan is offered at 3½ per cent, and the United States has had to pay 15 per cent. As it happens, its credit is highest in the world at the very time that gold is cheapest in all time. There never was such a bargain as the Liberty Loan. Money never yet did such service as the money paid or promised for the Liberty Loan.

### PERSONAL.

FOR more than fourteen years H. J. Gute has represented Manning, Bowman & Co. on the Pacific Coast. He has recently resigned to organize the firm of H. J. Gute & Co., factory representatives. In his long experience Mr. Gute has made a host of friends, and success seems assured in the new venture. The concern is open for lines, which they will show at 150 Post street, San Francisco.



On Wednesday of this week the wedding of Theodore F. Smith, manager of the Acme Shade and Lamp Co., and Miss Margie C. McCabe, formerly of the Henry Creange, Inc., office staff, took place at the bride's home in Brooklyn. The couple are enjoying a honeymoon trip to Boston and other points, and upon their return will make their home in the City of Churches.



Goodman King, of the Mermod, Jaccard & King Jewelry Co., St. Louis, was one of the buyers to pay a brief visit to the local salesrooms the latter part of last week.



Wm. Wagner, city salesman for the E. W. Hammond Co., was in exuberant spirits on Monday, having just received notice that he had been accepted for service at the Officers' Reserve Training Camp, Plattsburg. Mr. Wagner enlisted three or four weeks ago,



but, as the ranks were about filled at that time, little hope was held out that he would be taken—at least, for some time to come. He is now expecting to be called any day.



'C. F. Patten, of Koscherak Bros.' road staff, is doing jury duty at Hackensack, N. J.



Max Hirsch spent the latter part of last week calling on the trade in Philadelphia, and brought home several good-sized orders.



Henry Saul, of the Saul Mfg. Co., arrived home on Sunday after completing a two months' trip that took him as far west as Montana.



Edward Boote left on Monday night for Maine, where he will try his luck at fishing for a week or two. If the latest wrinkles in accessories have anything to do with enticing the fish to bite he should register a record catch.



J. C. Fisher is back from an extended trip West for A. Gredelue and reports that up to two weeks ago business was excellent. Then came a little falling off; but even so there was a fair demand.



Ernest D. Wetton went to White Mills, Pa., last week and bade good-bye to the people connected with the factory of C. Dorflinger & Sons, and after a few days at his home in Westfield, N. J., left this Thursday night for the Libbey Glass Co.'s plant at Toledo, O., to familiarize himself with the line before making his initial trip for the company.



Walter F. Jones, representing the United States Glass Co.'s blank line, returned to New York on Monday with several new samples just brought out by the concern which he thinks will appeal strongly to the manufacturers in this section.



Leon C. Moses, formerly buyer for the Kaufman-Baer Co., Pittsburgh, who came to this city about a month ago to assist Lee Schoenthal in the management of the china and glassware department at Gimbel's, has made his presence felt in more ways than one. Urbane and accommodating himself, and seconded by an able coadjutor in Miss Truesdale, he has instilled the same spirit in his salespeople, with the result that the fifth floor is very pleasant to visit.



A proud man these days is Thos. A. Neely, the well-known china buyer for the Strouss-Hirshberg Co.,

Youngstown, O. His son, Howard A., has just been graduated with high honors from the Columbia Law School, and has already become associated with a large corporation in New York. Tom's friends will be glad to learn of his boy's success.



Milton C. Hill, of the United States Glass Co.'s local office, who has been stationed up the State since his recent enlistment with the Twenty-third Regiment, surprised his former associates by calling at the sales-room on Wednesday of this week, having received a two days' furlough to visit his home in Brooklyn. He was very enthusiastic over military life, and looked as though it thoroughly agreed with him.



Bert. Lilienthal, of the Lilienthal Crockery Co., Atlanta, Ga., is here placing orders for goods for which his firm are urgently in need, the recent fire in his city having created an abnormal demand for china and glassware to take the place of the wares destroyed in the many houses wiped out by the disaster.



Having enlisted last week with the First Field Artillery, Charles B. Levy, of the Lazarus of Rosenfeld traveling staff, is awaiting a call to the colors any day. If heredity has anything to do with it he should make an excellent soldier, being descended from a line of ancestors who have figured prominently in military affairs since the time of the Revolution.



Harry S. Clarke, traveler for Graham & Zenger, returned to his desk on Monday after enjoying a two weeks' fishing trip to Canada Lake, in the Adirondacks, during which he was treated to the unusual spectacle of a blizzard in May.



Smiling and pleasant as ever, Walter Briggs arrived in New York Wednesday morning on a brief mission for the Sibley, Lindsay & Curr Co., Rochester, N. Y., leaving for home again Thursday.



Ed. Craig, New York manager for the United States Glass Co., left Wednesday night for a short conference at the main office in Pittsburgh.



Other buyers in town were A. J. Hammond, of Hammond & Cooke, Monticello; J. H. Kazanjian, of J. H. Kazanjian & Co., Newport, R. I.; N. Sotilla, Charleston, N. C.; C. J. Robinson, with Jordan-Marsh Co., Boston; J. W. Waldorff, for Hochschild, Kohn & Co., Baltimore; G. W. Russell, for Star Bargain House, Kalamazoo, Mich., and S. H. Blum, for Cahn-Coblens Co., Baltimore.

## RICHARD BRIGGS CO. ASSIGN.

THE Richard Briggs Co., Boston, have assigned for the benefit of creditors. The step is understood to have been necessary on account of inability to effect settlement with their foreign agent and principal creditor, Charles Ahrenfeldt, represented by Herman C. Kupper and Otto J. Greiner as agents in New York. Indebtedness outside of amount due these is small. John F. Hahn, who represented the Ahrenfeldt interests, goes out, and Richard Briggs will assist the assignees in effecting the liquidation of affairs of company.

It is expected that after settlement with creditors the concern, which was established in 1798, may re-establish the business. Richard Briggs will certainly have the good will of all creditors to aid him in such a step.

## GOLDEN WEDDING ANNIVERSARY.

J. E. MILLER, of the Duncan & Miller Glass Co., Washington, Pa., celebrated the fiftieth anniversary of his marriage on June 4th, and the officers of the company and employees seized the occasion to present him with a beautiful gold-headed cane and Mrs. Miller with a handsome handbag.

Mr. Miller was born in Prussia in 1840, coming to this country in 1845. He went to Pittsburgh in 1849 and started to work for Mulveny & Ledley on Sixteenth street, Southside. From 1858 to 1860 he worked for A. J. Beatty, Steubenville, O.

After serving Uncle Sam from 1861 to 1864, he went to work for Washington Beck; then for King, Son & Co., being in charge of the latter's mold shop.

In 1874 Mr. Miller started to work with George Duncan & Sons and has been with them ever since, the firm in 1893 becoming the Duncan & Miller Glass Co.

## AT CHICAGO.

BETTER buying is predicted within the next few weeks. At the present time trade is a little lame, both within the city and on the outside. The local stores are holding sales in an effort to reduce stocks to the minimum.

The freight situation continues to worry factory representatives here. They are having considerable trouble with shipments into certain territory. Buyers are getting particular about the time of delivery, and want definite assurance on this point. They are not content with half way promises.

Charles Patterson, buyer of crockery and glassware

for Carson, Pirie, Scott & Co., spent the week-end out of the city.

The Rogers China Co., 215 W. Superior St., has disposed of its white china stock and will go out of the decorating business.

B. H. Palmer, of the Chicago traveling force of the United States Glass Co., received a telegram last week informing him of the serious illness of his father at his home in Danville, Ill. Mr. Palmer left for Danville at once.

Otto Heinz, of the Cut Glass Specialty Co., St. Charles, Ill., was in the city for several hours this week.

C. E. R. Roehling recently made a trip to the cutting shops of Pitkin & Brooks at Valparaiso, Ind.

Leo Arnstein, buyer for Ed. Schuster & Co., Milwaukee, was in the city last week.

The closing of the banks on Registration Day was not expected by the crockery and glass men, and some inconvenience resulted.

There is an almost complete absence of buyers. Local salesmen are inclined to look on the matter in a cheerful light, however, declaring that they are at home because of the heavy sale of merchandise at their stores.

## FROM CROCKERY TO COAL.

"I BELIEVE it is in Chicago," said Hugh C. Edmiston, as he lingered at the luncheon table, "that they take a live pig, put him into a machine, and in a few minutes he comes out a string of sausages. Am I right?"

"Quite right."

"And it is in East Liverpool, I think, that they put a lump of clay in a machine, and in a few minutes it comes out a dinner set."

"Well, not exactly."

"Never mind! I can beat either story. And mine is straight. In Staffordshire they fill a cask with porcelain, and it comes out coal."

"What! I don't get that."

"Just as I say. My factory packed a dinner set in a cask, shipped it by canal to Liverpool, ocean freight to New York, rail to 'somewhere in Ohio,' and when the cask was opened there was a nice lot of English coal carefully packed in the straw. And nothing else."

"Oh, I see. Somebody stole the ware, and put coal in to keep up the weight."

"Looks that way. The ware probably disappeared between the pottery and Liverpool. I am investigating."



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

On some lines of glassware manufacturers are anywhere from two to eight months behind on orders.

On others, orders on file insure operations of from four to six weeks. In few cases can immediate shipments be made. Prices are not guaranteed beyond a few weeks hence. Raw materials continue to advance, and manufacturers do not know from one day to another what to expect. There never was a time in the history of the glass business when they were so much at sea as to first costs. Almost every mail brings new selling prices on this or that ingredient. No advance notice is given of these changes, and the prices are generally stated "effective this date."

Notwithstanding the fact that the action was predicted in these columns a month ago, glass manufacturers in this district received a jolt last week when notified by the natural gas companies that the fuel would not be available for factory purposes next fall. They will now have to produce their own gas. Last winter many went to considerable expense in installing such apparatus, and will now reap the benefit of their prevision.

Dave Prosser, who has been traveling through New-York State for the United States Glass Co., has returned home, as has Walter Jones, who has been working the New York City territory.

Manufacturers of confection jars and other glass containers are so crowded with business that they are writing to makers of other glass lines asking if new car-load business can be taken care of. The increased demand is due in the main to the ability of packers and confectioners to secure tin containers.

The demand for electric portables shows a falling off. Buyers are reluctant to place new orders while old ones remain unfilled.

Thousands of barrels of glass stand lamps, ordered late last fall and early this year, which have been held

up because of the inability of the manufacturers to secure brass collars, are now being prepared for shipment, large deliveries of collars having been made within the past fortnight.

Charles F. Horan, with Regnier & Shoup Crockery Co., St. Joseph, Mo., was in the district a few days ago buying for immediate requirements and looking up unfilled orders.

Awaiting the issuance of new selling lists, many department store buyers and merchandise men are ordering in limited volume just now. As already stated in these columns, unfilled orders at the end of June are subject to shipment at the market price thereafter.

The large mail-order houses have been buying heavily of late—just the reverse of the smaller dealers. It is said that some exceptionally heavy specifications have been placed.

Harry A. Ross, sales manager for the Pittsburgh Lamp, Brass and Glass Co., is making a tour of the Pacific Coast offices of the company.

Eight additional items have been added to the coin-gold band line of blown and stemware of the United States Glass Co.—syrup, spoon tray, relish set, cigar jar, handled basket, finger bowl plate, puff box and jewel box. The line is proving popular, and other items will be added later.

Employees of the United States Glass Co. took a holiday last Saturday, spending the day at Kenneywood Park, where various sports were enjoyed, together with dancing.

Talk about quick deliveries! One jobber is just in receipt of a fifty-barrel order of an item which he bought during the Glass Exposition last January.

Bud vases have been selling very well of late. Not only have department stores bought liberally, but the

florists have also been active as purchasers. The light cut blown vase has proved the most popular.

In a letter to its employees the United States Glass Co. announces that it will subscribe to bonds of the Liberty Loan for the account of any of those who wish to subscribe thereto, and will arrange that such employees may pay for the bonds by installments as follows: An employee subscribing for one \$50 bond will have deducted from his weekly pay \$1.25 until the whole amount is paid up. If paid semi-monthly the deduction will be \$2.50 each pay-day, and if paid by the month will be \$5. The deduction from pay will begin on Saturday, June 30th. Adjustment of accrued interest at 3½ per cent will be made at time of final payment.



The fires at the plant of the Independent Glass House have been put out for the summer vacation. The factory will be completely remodeled during the shut-down, and gas producers installed to guard against natural gas shortage in extremely cold weather.

#### THE DRAGON IN ORIENTAL DECORATION.

THE dragon is not utilized by the Japanese quite as frequently as by the Chinese, but each has appreciated the wonderful adaptability of its lissome body to all kinds of ornamentation. The Japanese monster is said to have originated in the Indian serpent, and perhaps the European dragon descends from the same ancestry. Both the Chinese and Japanese idea of an eclipse of the sun, for instance, is represented by a dragon advancing amidst stormy clouds to swallow the earth, appearing as a golden orb about to be enveloped in darkness. The dragon is always as vigorous and rampant as it is grotesque. It is usually recognized as a composite monster with a scowling head, long straight horns, a scaly, serpentine body, a bristling row of dorsal spines, four limbs armed with claws, and curious flame-like appendages on its shoulders and hips.

The Japanese artist is not as successful in portraying the forms of animal life as he is those of the floral kingdom. Japan is not bountifully supplied with beasts, either wild or tame. The wild are scarce, owing to the small quantity of uncultivated ground. The domestic are not plentiful because the Buddhist doctrine of transmigration prohibits the eating of meat; so the ground is given up to vegetation rather than pasture. Therefore in representing animals he has to let his imagination have full sway. But he is hardly equalled in his portrayal of the flowers, with which he is so familiar. Flowers are associated with every act of Japanese life.

They herald his birth, they are his daily companions, and they accompany him to the grave.

#### "CRAPE-HANGERS" UNWELCOME.

RICHFIELD SPRINGS, N. Y., June 4.

Editor CROCKERY AND GLASS JOURNAL.

The writer was very much interested in your editorial entitled "Their Own Enemies" in your issue of May 31. It is the first time we have noticed anything printed along this line. Quite often salesmen give this same line of talk, which, we can assure you, is depressing to the buyer, even though business with the firm is especially good. After three or four of these crape-hangers call on him he is bound to be depressed, and it certainly influences his buying. Very truly,

BUCHANAN HARDWARE Co.

John A. Losee, President.

#### A COMPARATIVELY SMALL CONTRIBUTION.

TWO billion dollars, the amount of the Liberty Loan, sounds like a staggering figure, but measured in terms of per capita apportionment, wealth and income, and compared with the war borrowings of other peoples who are fighting in the world struggle for liberty, the men and women of the United States are being asked to make a relatively small contribution. That this is true is made strikingly obvious when the Liberty Loan is compared with the \$220,000,000,000 national wealth and the \$38,000,000,000 annual aggregate income of the people of this country as a background.

Two billion dollars in the United States means only \$20 from each of our people. The per capita income of each person in this country averages \$380, the per capita wealth \$2,200, and it is the plan of the government that the \$2,000,000,000 called for in the Liberty Loan shall come from every part of the population, apportioned in accordance with its ability to contribute, so that the war for liberty shall be truly a people's war.

Comparison of the above per capita figures in detail with the corresponding figures for the four leading nations of the Entente Allies will make clear how very little the people of the United States as a whole are being asked to do. The United Kingdom of Great Britain and Ireland, with a per capita wealth of about \$1,763, or more than \$440 less than that of the United States, and with an annual per capita income of \$231, or \$149 less than ours in this country, has already made borrowings for the war of the rate of \$444 per British subject. And this country now is asked to loan at the rate of \$20 a person—less than one-twentieth of the average war obligation of the English. The war loan obligations incurred by the British as a nation mean that, on the average, English subjects have personally loaned or been made responsible for \$444, inasmuch as the national wealth, which is composed of the aggregate

*Continued on page 22.*



## THE ROLL OF HONOR

GOVERNOR WHITMAN has requested the help of the representative industries of the State in securing the 10,000 volunteers necessary to bring the National Guard of the State of New York up to a war footing as directed by the War Department.

The quota assigned to the Pottery, Glass and Allied Trades is 150. Is your name on the roll of honor? If not, get it there quickly!

Eighty trades are represented in the movement, and it will ill behoove the Pottery, Glass and Allied Unit if its ranks are not full to overflowing.

Apply to Major Wm. D. Finke, No. 7 West Twenty-fourth St., New York, or any member of the Recruiting Committee.

wealth of all the individuals in the nation, is pledged as security for war borrowings.

Even more striking is a comparison with the financial burdens which France, Russia and Italy have assumed. France has a per capita wealth of \$1,767 and a per capita income of only \$151; yet to do her share in making the world safe for democracy France has already assumed financial obligations at the rate of \$531 per every man, woman and child in her population.

Russia, vast as it is, has a per capita wealth of only \$280, and the mere pittance of income for each person of only \$36; yet with all her disorganization and internal stress the Russian people have made war borrowings at the per capita rate of \$47. Italy, with per capita

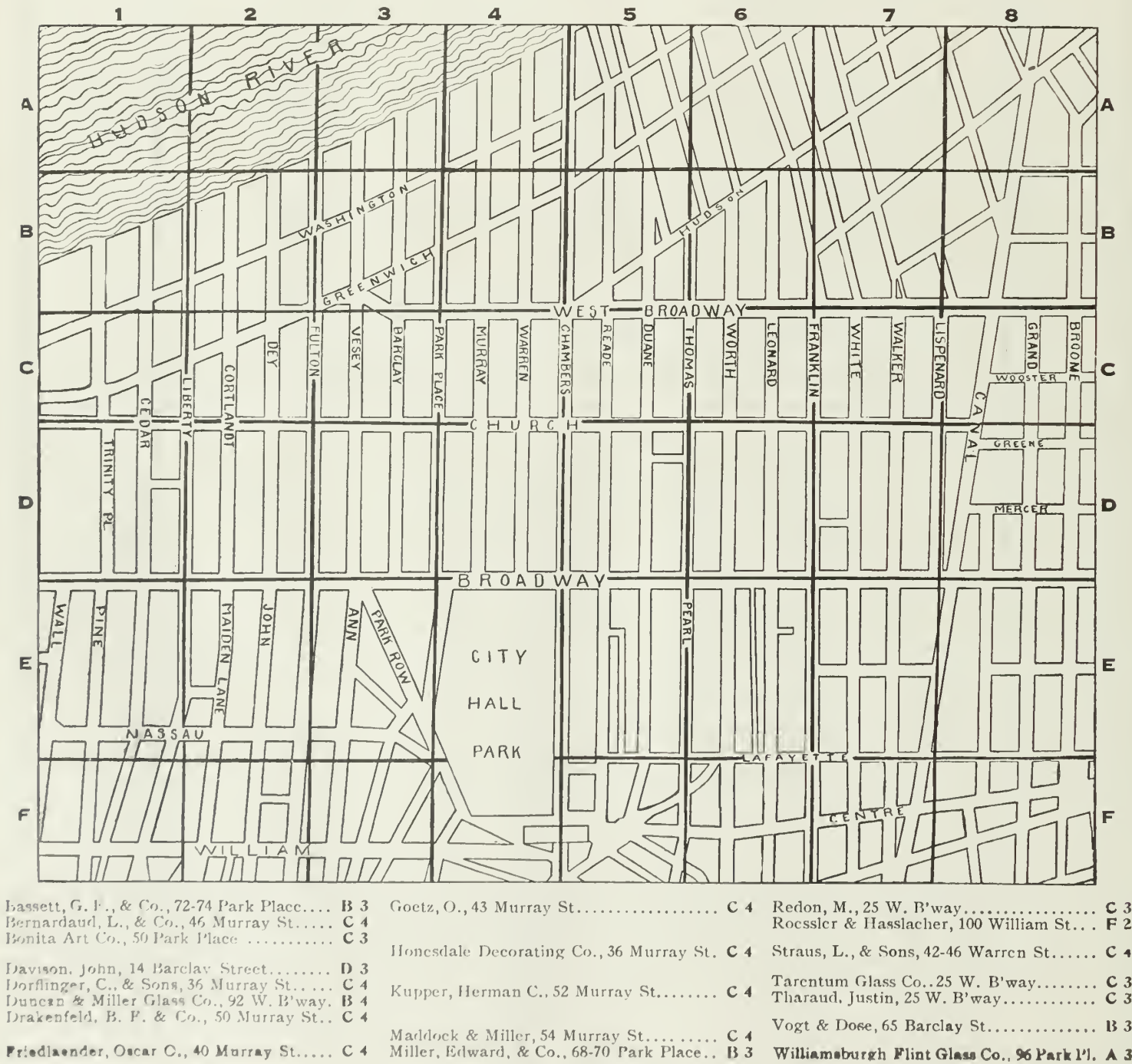
wealth of \$694 and income of \$111, has borrowed at the rate of \$80 a head.

Equally prodigious financial efforts have been put forth by the two chief Teutonic Allies, with the added significance that their borrowings have been made out of the pockets of their own people, since their military isolation has prevented them going outside their own borders for ready money. Germany, with a per capita wealth of \$1,338 and income of \$161, has made borrowings at the rate of \$230 per person. A negligible percentage of her \$11,000,000,000 war loans has been placed outside the German Empire.

Germany's chief ally, Austria-Hungary, with her per capita wealth of \$808 and income \$111, has borrowed

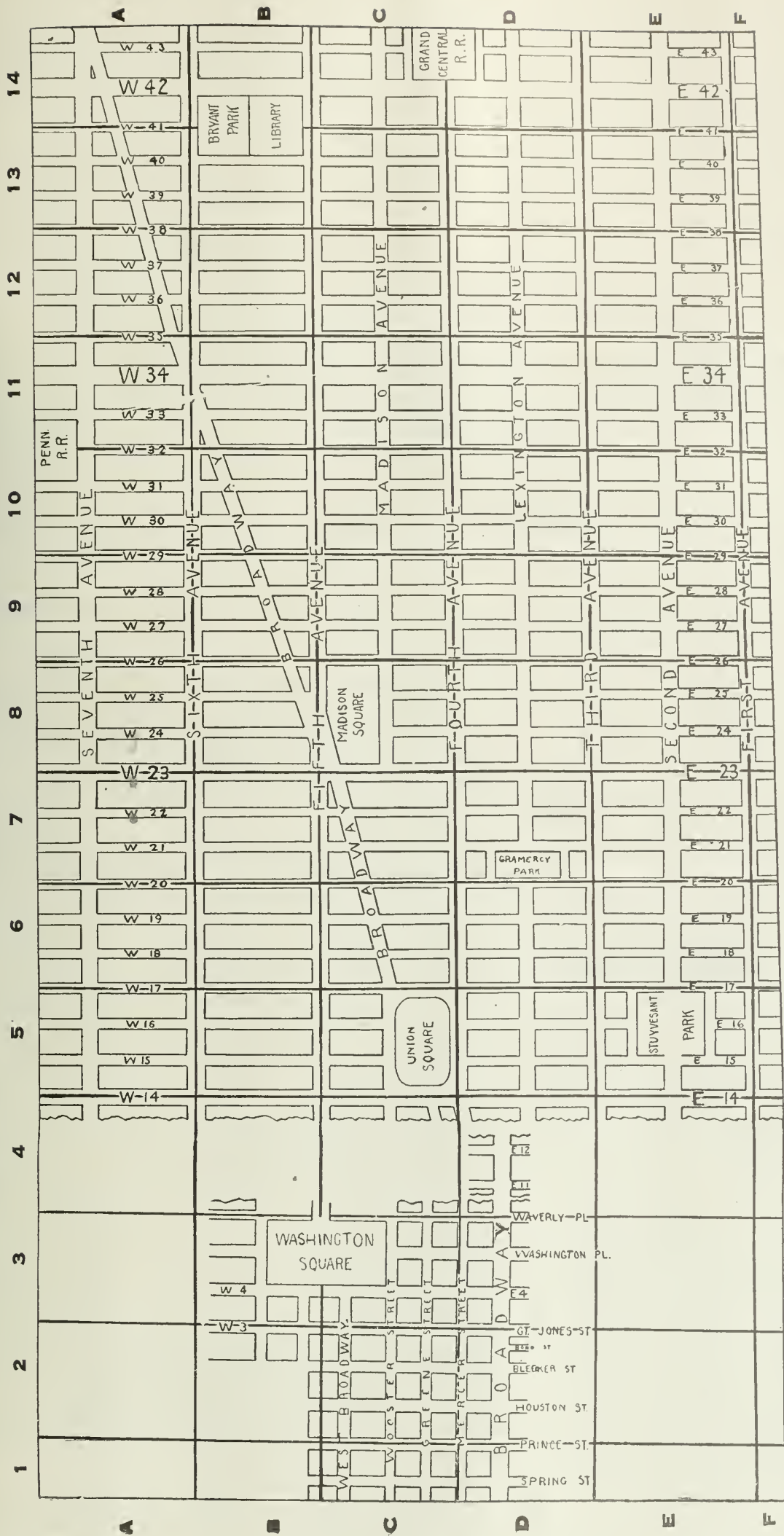
*Continued on page 24.*

### Locations of Firms in the Downtown District.





Locations of Firms in the Uptown District.



American Import Co., 220 Fourth ave.....	C-6	Imperial Art Glass and Lamp Works, 205 W 19th.....	A-6	Pittsman, W. S., 104 Fifth ave.....	B-5
Bing, F., & Co.'s Successors, 67 Irving Pl.....	D-6	Fry, H. C., Glass Co., 200 Fifth ave.....	B-8	Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....	B-8
Bloch, L. D., & Co., 153 Fifth ave.....	C-7	Fondeville, A. J., & Co., 85 Fifth ave.....	C-5	Roseville Pottery, 621 Fifth ave.....	C-7
Boote, E., 35 W 23d.....	B-8	Fostoria Glass Co., 141 Fifth ave.....	C-7	Republic Specialty Co., 9 E 22d.....	C-7
Bradley & Hubbard Mfg. Co., 200 Fifth ave.....	B-8	Gillinder & Sons, 19 Madison ave.....	C-8	Straub, Paul A., & Co., 105-107 Fifth ave.....	C-6
Bryce Brothers Co., 240 Fifth ave.....	B-9	Gray, Horace C., Co., 200 Fifth ave.....	B-8	Strobel & Wilken Co., 61 W 23d.....	B-8
Brush-McCoy Pottery Co., 1140-1146 B'way.....	B-9	Gredelue, A., 129-131 Fifth ave.....	C-6	Tajimi Co., 597 Broadway.....	D-2
Bergen, J. D., & Co., 239 Fifth ave.....	C-9	Guernsey, Wm., & Co., 43-47 W 23d.....	B-8	Torlotting, E., 35 W 23d.....	B-8
Benedikt, H., 7 W 22d.....	B-7	Guernseyware, 16 W 23d.....	B-7	Takito, Ogawa & Co., 101 Fifth Ave.....	C-6
Cox & Lafferty, 1140-1146 Broadway.....	B-9	Haviland & Co., 11 E 36th.....	C-12	United States Glass Co., 24th St. & B'way.....	B-8
Cambridge Glass Co., 49 W. Twenty-third.....	B-8	Haviland, Theodore, & Co., 200 Fifth ave.....	B-8	Venon, J. H., Inc., 104 Fifth ave.....	B-5
Co-operative Flint Glass Co., 156 Fifth ave.....	B-7	Haviland & Abbot Co., 95 Madison ave.....	C-9	Wedgwood, K. L., 133 Fifth ave.....	C-6
Deia Croix, C. I., 19 Madison ave.....	C-8	Heisey, A. H., & Co., 200 Fifth ave.....	B-8		
Dohrmann Commercial Co., 85 Fifth ave.....	C-5				

at the rate of \$96 per person, every cent of her loans having been raised either within her own borders or in Germany.

With \$220,000,000,000 at their backs, and with \$38,000,000,000 pouring into their pockets each year, the people of the United States are asked to loan on imperishable security, and for lucrative interest, at the rate of only \$20 apiece. Over-subscription to the \$2,000,000,000, Liberty Loan many times over will manifest our national determination to play as heroic a part in the world war as has already been so clearly manifested by the nations which are our allies in this world war. There is no reason why there should not be a Liberty Bond in every home.

### SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### WANTED TO PURCHASE.

**WANTED**—Twenty-five second-hand, complete cutting frames. Wood or cast iron construction. Must be well constructed and in good condition. Address THE MARION GLASS MFG. CO., Marion, Ohio.

### FOR SALE.

**WHEELLOCK'S BUSINESS IN ROCKFORD FOR SALE.**  
—Plenty of opportunity for this business with less departments than we now have. Can arrange for 7,000 square feet of floor space at low rental. \$18,000 will buy the business with less departments. You will like Rockford. The people will need a place to buy china, glass, kitchen utensils and gifts. Address owner, A. W. WHEELLOCK, Rockford, Illinois.

ESTABLISHED 1864.

# Cartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

Three Blocks West of P. R. R. Depot.

**WHEN** coming to East Liverpool don't fail to call and see what we have to offer you for 1917. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

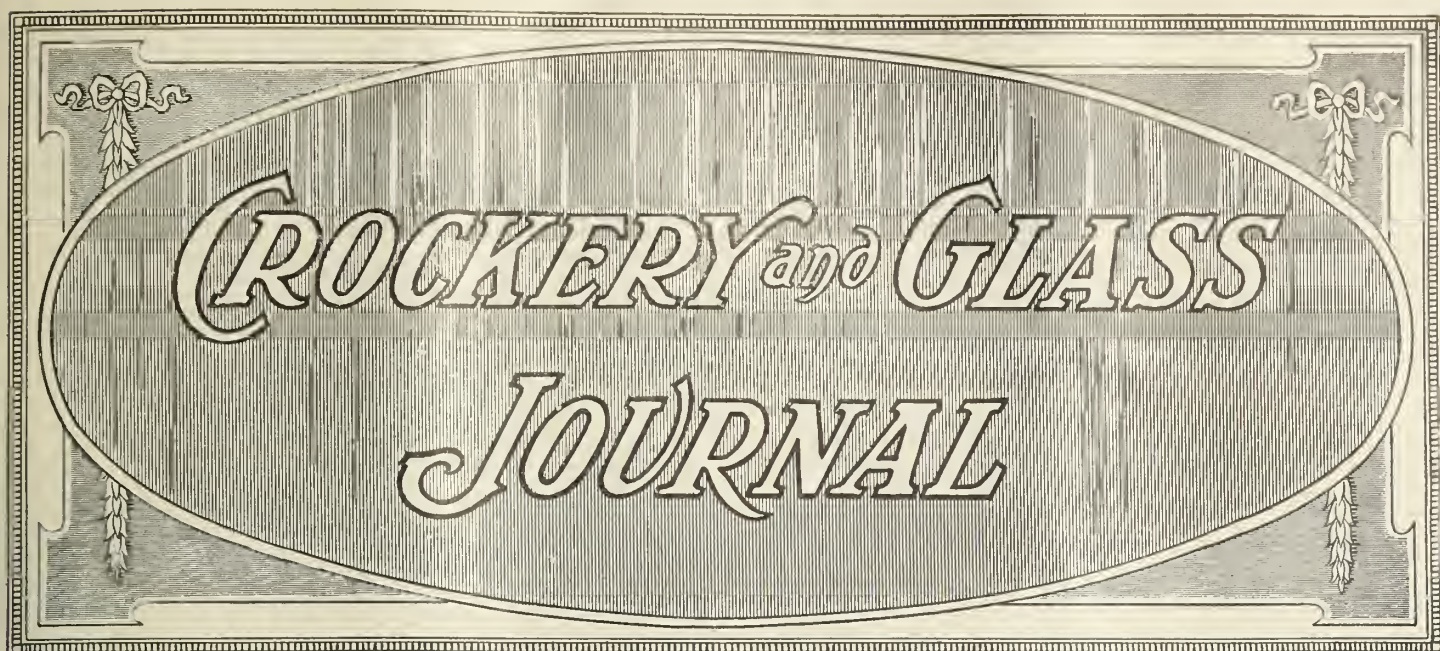
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted,	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	"
The BLUE CHINESE,	L'Union Ceramique
The SOFIA China,	J Wedgwood & Sons
The BRINDISI,	"
The Royal Dresden BLUE UNION Porcelain Crossed Swords brand	Ginori Italian China.
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted	John Aynsley & Son
and other stock patterns from original sources.	

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland and White, Gold and Decorated China, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston

Stock Patterns" which cannot be readily matched cause more annoyance than profit.





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NEW YORK, JUNE 14, 1917.

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## THE CONDITION OF BUSINESS.



**New York** Trade has settled down to its midsummer calm. Very few buyers have been in, but the mails have brought the usual amounts of small orders to the importers.

Buyers will be pleased to know that the arrivals of English goods for the past week have been rather generous. The wares are badly needed, and will help liquidate some of the claims on the retail stores. Thousands of packages of English goods are awaiting the procurement of ocean-going vessels to transport the ware. The same is true of French goods. There are many packages in Limoges, and nobody knows how many at Bordeaux, awaiting shipment.

There has been a slight falling off in the demand for domestic pottery, although enough new business is coming in to about equal the shipments.

The demand for package goods in glassware is increasing, and there is also a good request for hotel and summer goods. In spite of a little lull in the call for tableware, the factories have more business than they can handle. The quiet at this time of the year is to be expected, and the fact that it is not more so is a little surprising. When one remembers that there is hardly a buyer in the country who hasn't large orders for both crockery and glass yet unfilled, it is not to be wondered at that he isn't ordering more.

The call for metal lamps is not what it ought to be, and, as has been repeatedly stated, many buyers will later on regret that they did not order. There seems

to be a fair call in the East for wooden standards with silk shades. In the West, where soft coal is burned, silk shades are not as much in favor, as they soil very quickly. The demand for glass oil lamps is fairly good, but the increasing use of electricity tends to diminish the call year by year.

Retail trade in the city shows signs of summer lassitude. Our reports from interior points, however, are that business is keeping well up to the standard. The immense subscriptions to the Liberty Loan have for the time had their effect on retail purchases. But the lull will be only temporary. People are saving now, and putting money at interest as they have never done before, and a little later this will be spent in retail buying. Subscribers to large amounts really do not feel any pinch, but, as money is sensitive, even those who can well afford to spend it are practicing economy.

The per capita consumption of china and earthenware is at its lowest ebb in many years. The total importations, with domestic production added, amounted to a little more than \$15,000,000, or a trifle over fifteen cents for each of the 100,000,000 people in the country. In 1917 the rate was nearly thirty-two cents with a population estimated at 90,000,000.

Prospects are that for the next month or six weeks business will continue quiet. It is confidently expected that in July buyers will see the necessity of ordering well in advance of their needs, and the importers and manufacturers will again have a rush of business. There seems to be no reason why the fall trade should

not be very large. By that time immense sums of money will have been spent by the Government; and while it is not expected that the exorbitant profits heretofore made will be repeated, there will still be sufficient leeway to permit the gratifying of almost any wish by a very large number of people. The cost of living has apparently reached its apex. Government control of foods will keep prices down, and great relief is expected when the present crops are garnered.



**Pittsburgh and Vicinity** A slight dullness exists in the glass business just at this time, and is expected to continue for the coming fortnight owing to the approach of the summer shut-down. The wages of employees in the pressed and iron mold department have been advanced during a two-day conference held here, the increase being the greatest the flints have received in years. Tumblers continue in heavy demand, and the call for packers' goods is exceptionally heavy.



**East Liverpool and Vicinity** As predicted, changes in the selling lists of more pottery manufacturers were announced this week, owing to advances in raw materials and chemicals, which reached new top levels. A little lull in the receipt of new business is reported; but so many unfilled orders are on file that such a condition is rather welcomed than otherwise.

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## THE DUTY OF THE HOUR.

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IT is impossible to over-emphasize the disgrace in the eyes of the world and the injury to the cause which would attend upon a failure on our part to do generously and with enthusiasm the first thing we have been asked actually to do in this world war.—Gov. WHITMAN.

THESE bonds are issued by the same man who issues the one-dollar bill that you all like so much. This man's name is Sam, and he is usually called Uncle. Uncle Sam tells you that Liberty Bonds are better than one-dollar bills, and last longer. He proves it by giving you interest on the bond and arranging matters so that you cannot spend the bond as easily as you can the bill, although you can always get your money if you need it on twenty-four hours' notice.—JOHN GOLDEN.

SPEAKING as one born of German parents, I do not hesitate to state it as my deep conviction that the greatest service which men of German birth or antecedents can render to the country of their origin is to proclaim and to stand up for those great and fine ideals

and national qualities and traditions which they and their ancestors inherited and in which they were brought up, and to set their faces like flint against the monstrous doctrines and acts of a rulership which has robbed them of the Germany which they loved and which had the affection and admiration of the entire world. It is my deep conviction that the more unmistakably and wholeheartedly they throw themselves into the struggle which this country has entered in order to rescue Germany no less than the rest of the world from those sinister forces that are, in President Wilson's language, the enemy of all mankind, the better they protect and serve the repute of the old German name and the true advantage of the German people.—OTTO H. KAHN.

HE also fights who helps the fighters fight.—HOOVER.

GERMANY is watching to see whether we are going to make a mighty effort in the very first step of the war. She is going to gauge our ability to fight in the trenches by the way in which we take hold of this loan. Germany knows that we are calling for the recruiting of a million men, but she is going to stop and see whether we are going to back up those million men with all things needful in the way we should. Germany's own resources are beginning to wane. She is watching carefully to see whether these resources will hold out, or whether we are coming forward with a mighty effort to-day and put this loan over with such tremendous success as to show that we can accomplish the first step of the war in the way in which it should be done.—T. LAMONT.

IT would be a sad commentary upon American patriotism should the loan be just subscribed, or slightly undersubscribed.—L. H. INGRAHAM.

THINK we are going to have come out of this war by-products that will perhaps be worth to us all that the war will cost. One of the chief of these by-products will be a national lesson in thrift and a national lesson in investments. The first great loan in Great Britain was subscribed for by less than 200,000 people; the last loan was subscribed for by 8,000,000. That is the sort of thing we want here, the teaching of this lesson of thrift and investment to millions of people.—F. A. VANDERLIP.

LAST chance to secure your share in the investment.

TO make war, money is as essential as men and munitions. Therefore an overwhelming success of the Liberty Loan is almost equal to a victorious battle. It will be a new proof to our Allies of the immense force that is now arrayed on their side; it will bring home to our enemies further recognition of the gigantic



economic power which they have tackled; it will prove to ourselves in how abundant a measure we have at our disposal the financial means for defence and attack. It will be the first American battle of the war.

"I HAVE two brothers in the German army, and I have had two others killed in action, and I know that the best thing for them and the quickest way to stop the war is to oversubscribe this loan. So here's my money to help my brothers who still live to get out of this hell."—A SUBSCRIBING GERMAN.

WE have not yet realized the war. At the present time there is far too much wearing of American colors and too little of the practical patriotism which involves actual subscriptions to the Liberty Loan—the first war measure taken by the United States. It is bonds, and not colors, that count.—A. M. ANDERSON.

THE Clearing House Association and the Liberty Loan Committee have recommended to all banks and trust companies that they take custody for anyone of Liberty Bonds without charge in amounts up to \$1,000. You buy your bonds; the banks, trust companies and safe deposit companies will do the rest.

#### TEUTON PRODUCTS MAY BE RELEASED.

A NUMBER of American importers were purchasers of merchandise in Germany or Austria at the outbreak of the war. Some of this merchandise was forwarded to Holland for shipment. Great Britain issued an order forbidding the exportation of German or Austrian products, and this merchandise fell within the British embargo.

At the instance of members having merchandise tied up in this manner, The Merchants' Association of New York urged the State Department to attempt to secure its release. In response to a recent inquiry sent to the Department of State the following has been received from the Department's Foreign Trade Advisor:

"The receipt is acknowledged of your letter of June 4, 1917, requesting to be informed if the matter of the release of goods of German origin now in Rotterdam is again under consideration by this Department.

"The whole question of the release and unmolested passage of shipments of goods of enemy origin purchased by American citizens and warehoused in neutral European ports prior to the date of the declaration by this Government of a state of war with Germany, for which applications had been submitted and were rejected by the British authorities, has recently been under consideration by this Department.

"The British Embassy informed the Department under date of May 21 last that all permits previously issued for American-owned goods of German origin and which lapsed owing to difficulties in procuring shipping facilities within the time limit designated have now been renewed, and the British consular officers at Rotterdam were so instructed.

"In addition to the reinstatement of unutilized permits the British authorities are now giving favorable consideration to the question of the release of those goods having enemy origin now at Rotterdam that were actually paid for at the time the application was made to the British Embassy under the unofficial arrangement heretofore in effect.

"The Department is not in a position at this time to state the specific consignments that fall within the above-mentioned categories."

#### NEXT WEEK'S GOLF GAME.

THE June tournament of the Pottery, Glass and Brass Golf Association will be held on Thursday, the 21st, at the Richmond County Country Club, Dongan Hills, Staten Island.

Boats leave foot of Whitehall street to connect with Perth Amboy Line at 8:00, 9:00, 10:00 and 11:00 a.m. 12:00 noon, and 1:00 and 2:00 p.m.

It would be advisable for those intending to play thirty-six holes to take the eight o'clock boat.

Trolley cars (Richmond Division and Midland Beach Line) leave St. George every twenty minutes.

W. W. Magee will be the host and will need to know how many will attend, so that arrangements may be made for caddies, etc. Players should therefore notify the secretary, L. S. Owen, 126 Fifth avenue, at once.

Those who have played on this course and had Mr. Magee as host will be there for sure. Newcomers have a treat in store.

#### ROYAL COPENHAGEN OPENS NEW SHOP.

ANOTHER attractive shop was added to New York's exclusive retail section on Tuesday when the Royal Copenhagen Porcelain Co. opened a branch store at 563 Fifth avenue, corner of Forty-sixth street, which has been fitted up in a style befitting the high character of the firm's ware. It is safe to say that no line of porcelain was ever shown to better advantage, and the tasteful surroundings certainly do credit to the excellent judgment of the concern's manager, Axel G. Lober. The Copenhagen colors are used as the basis of the decorative scheme. The walls are done in low panels of deep blue damask and French gray woodwork. The space above this is in white with a black silhouette border that contributes wonderfully to the effect. The work is unique, and was conceived and executed by George Lober, son of the manager, who has used a series of Danish fables as subjects. He is one of the best known of the younger school of sculptors, and is rapidly making an enviable reputation in the world of art. Glass-enclosed wall fixtures in dull French gray, ornamented with the Royal Copenhagen trademark in

gold; small blue damask-covered tables with chairs to match, rich blue velvet carpet and massive crystal and gold lighting fixtures combine to give the place a distinct individuality that would be difficult to surpass.

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## BOSTON BUSINESS NOTES.

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THE great number of subscriptions for Liberty bonds throughout New England is having its effect on retail business. Stores generally report business dull. The weather, too, has been about as bad as anyone could well imagine, and wholesale buyers haven't shown any particular inclination to drop around. When the skies brighten up permanently and the bond issue is out of the way it is believed that there will be all the business that can be attended to.

J. S. Dawes, who ran up from Portland for a brief visit, reports his new business there as doing well.

Last week the Jones, McDuffee & Stratton Co. landed from Liverpool 111 crates and casks of English earthenware and china.

A. L. McMillin moved his sample rooms this week from 136 Federal street to 19 Pearl street.

G. Fox & Co., Hartford, Conn., whose department store was burned several months ago, have taken out a permit for a new store to occupy the old site. The building will be 176 by 142, eleven stories high, and will cost about \$1,200,000. It will be of steel and concrete, with stone facings.

Friends of M. A. Lovell, manager of the New England sample rooms of the United States Glass Co., are glad to see him out again after a week's confinement at home with bronchitis.

W. E. Noyes, who buys for the toy, hardware and enamel ware departments of the numerous stores of the W. T. Grant Co., was here this week calling on friends in the trade.

A. Stierner, traveling salesman for the United States Glass Co.'s New England office, spent a few days in Providence.

The Gilchrist Co. has presented to the Gilchrist Rifle Club, composed of employees, a large silk flag, and later will supply uniforms.

The delivery by daylight of all packages purchased in the retail district of Boston will probably begin on Monday next. All purchases before one o'clock will be delivered the same day; goods purchased after that will

not go out until the next day. It is claimed by shippers and delivery men that packages can be distributed twice as fast in daytime and that there are likely to be fewer errors.

W. J. Chenoweth and C. J. Keating, who represent the Jones, McDuffee & Stratton Co. in the Southern States, spent last week in Boston making preparations for their fall trips.

June 17, the anniversary of the battle of Bunker Hill, falling on Sunday, and being observed on Monday, a number of people in the trade are planning for the double holiday.

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## ENJOYED EVERY MINUTE.

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THE ladies in the employ of Morimura Bros. were given an outing by the salesforce last Saturday. Eleven automobiles took the party to Bear Mountain, where, after luncheon, there was boating, dancing and strolling about the park. The hosts, with their wives, were Messrs. Jinuishi, Murai, Van Buskirk, Gibson, Kaiser, Duffin, Maier, Schreiber, Greenwald and Calhoun.

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## IN TOWN.

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Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

A A Breton, hf, t, Shartenberg & Robinson, New Haven. 404 Fourth ave.

C W Benzow, t, hf, W Hengerer Co, Buffalo. 2 West 37th.

A C Foster, hf, Joseph Horne Co, Pittsburgh. 470 Fourth ave.

A A Hall, c, g, Hutzler Bros Co, Baltimore. Breslin. Mrs H L Boughton and Mrs C A Weed, c, g, H L Boughton Store, Catskill. Continental.

A Pollock, t, Cleveland Notion Co, Chicago. Cumberland.

O Voelker and J Kohnfelder, c, g, Kaufmann & Baer Co, Pittsburgh. 404 Fourth ave.

C Smith, hf, t, Brown, Thompson & Co, Hartford. 230 Fifth ave.

A B Smith, t, L J Sherwood Co, Caribou, Me. Breslin.

G H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.

F J Donahue, c, g, Des Moines. Breslin.

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## USE OF THE FLAG.

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THE Governor has signed the bill permitting the use of the Stars and Stripes in newspapers and as a decorative feature on merchandise; but the flag cannot be used as an advertisement. This nullifies the old law and is in harmony with the Federal statute,



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

At a conference of fifty-two manufacturers and twenty representatives of the various glass workers' unions held here for two days last week wages in the pressed ware and iron mold departments were advanced, generally speaking, ten per cent, and in some instances more than this. The various lines concerned in the readjustment of wages include lighting glassware, lamps, tableware, beer mugs, automobile lenses, packing goods, common tumblers, display jars, and many other items. The wages of the gatherers were first placed on a more equitable basis compared with other labor in the same departments, and this advance alone equaled far more than ten per cent. This finished, the wages of the gatherers and other employees of these departments were given a horizontal increase of ten per cent. This wage increase will of course be reflected in a readjustment of selling prices very soon.

Activity in trading in shares of the United States Glass Co. on the Pittsburgh Stock Exchange is ascribed to the belief that the company this season will declare a dividend. The last dividend was in July, 1911. Within a week shares advanced six points, touching 40 last Saturday. A little over two years ago this stock was hovering around 20. It has sold over 60. There is no denying the fact that the business of the company during the last fiscal year has been the most active in its career. The debt has been reduced to \$189,500, and the \$390,800 bonds outstanding are not due until September, 1923. The company has started to mine its own coal for fuel from its own property in the vicinity of Glassport, Pa., and this means a saving of large amounts in operating expenses.

Frank Lang, who has been working in the Eastern territory with the Kinney & Levan lines out of the office here, has returned home.

Registration Day was signalized by a patriotic rally and flag dedication at Factory "D" of the United States Glass Co. Following the singing of "America" there was a short address by Factory Superintendent A. M.

Smith, during which time he urged the employees to buy Liberty Bonds. Then followed the singing of "Columbia" and a short but inspiring talk by President M. G. Bryce. Secretary Ernest Nickel and Design Director Reuben Haley also spoke. The affair closed with the singing of the "Star Spangled Banner," Miss Mary Meader impersonating "Liberty" in costume.

Phillip Martin, of the Lancaster (O.) Glass Co., spent a few days here last week, having appointments with several buyers.

D. O. Welty, for many years associated with the glass business, and well known in this territory, spent a few days here mingling with old-time friends.

Large packing interests continue to make inquiries for containers. There is an increasing demand for tumblers and jars. The inquiries just now are more numerous than ever before at this season of the year.

Among the buyers visiting the market of late were W. F. Newberry, for Woolworth's, New York; Mr. Garrick, New Orleans; Mr. Faeh, for the Osgood Lens and Supply Co., Chicago.

Announcement is made by the United States Glass Co. of a reduction in the selling lists of heavy figured lime glass flowered blanks for cutters. This line is made under a patent owned by the company.

Bud vases are having a very active movement just now. The florist and jewelry trades are making good calls, and department store buyers also report a good demand for this specialty. Blown vases are in greatest request.

Girl employees in the Warren, O., lamp factories have subscribed for \$20,000 worth of Liberty Loan bonds.

Among those who attended a recent business conference at the general offices of the United States Glass Co. were E. T. W. Craig, New York; A. D. Seeman,

Baltimore; L. T. Renshaw, Chicago; H. H. Phillips and A. R. Lazure, of the Gas City, Ind., factory.

The Harding Glass Co., of Ft. Smith, Ark., has been chartered at Charleston, W. Va., with a capital stock of \$100,000. The plant will be located at Ft. Smith. The incorporators are C. H. Harding, H. C. Hoffman, W. E. Harding, F. L. Reese, Eugene Kopp and O. C. McCarty, all of Clarksburg, W. Va.

Secretary Thomas W. Morris, of the Western Glass and Pottery Association, who has been confined to his apartment for several days on account of illness, is now able to be at his desk.

An addition to the Pairpoint New Bedford, Mass. Corporation's plant, 200 by 100 feet and four stories high, is announced. The addition will be on the east side of the present building and will be of brick construction. It will provide them with 80,000 more square feet of floor space.

## AT CHICAGO.

**B**USINESS continues to show a better tone. The local buying is stronger, orders by mail have been satisfactory, and such salesmen as are on the road at this time are doing a good business.

The First Illinois Cavalry, which Tom Gore, salesman for T. M. Schollenberger, recently joined, has been made over into artillery, and will leave, in all probability, for France in the near future. The change was made owing to the determination of the government to take no cavalry overseas.

Among the visitors to the city this week was Charles Kiefer, of the Kiefer Bros. Cut Glass Co., Brooklyn. Mr. Kiefer has appointed Frank B. Tinker representative of the line.

It now cost 2.4 cents a mile to travel between points in Illinois. In defiance of the State Attorney-General, the carriers have overturned the 2 cent rate. The new schedule started this week. A big battle in the courts to determine the merits of the case is developing.

Several local crockery and glass men will be leaving soon on their vacations. Fishing is the main attraction, and the woods of Northern Wisconsin the goal. The persistent cold weather has caused several postponements.

The new showrooms of the Macbeth-Evans Co. at Lake street and Fifth avenue display the line of the company to very good advantage. Shortly after the

company moved from the old quarters E. E. Pinckney held open house for local and out-of-town customers.

George Sedelmeier, a member of the trade from Bloomington, Ill., was recently in the city on business.

Cut glass firms have been asked to notify their athletes to get into training for a gigantic field day to be held by the Chicago Jewelers' Athletic League some time this fall.

The Block-Weinfeld Co., a new wholesale firm, will open for business July 1. The company will handle cut glass and white ivory sets, in addition to a full line of jewelry.

H. S. John has been appointed buyer of crockery and glassware at the Twelfth Street Bazaar, taking the place of Hugo Polachek, who recently resigned.

Weil's Five and Ten Cent Store, at State and Thirty-first street, has moved to a larger building across the street.

Neil Bingham, traveler for the United States Glass Co., has left on a road trip with samples of the lighting glass lines of the company.

A. Boggs, representative of the Lancaster Glass Co., has been very active in recruiting, and has been giving much of his spare time to help the cause. He is a veteran of the Civil War.

Buyers of housefurnishings are complaining of a great scarcity of gray enamel ware. This kind has always been the most popular, and the department stores are hard hit because it is not possible to keep on hand a satisfactory stock.

The changes in the price lists of the potteries, owing to the recent advances, put wrinkles in the foreheads of many buyers, and they are hoping it will not be necessary to disturb conditions again for some time to come.

The story printed in last week's issue of the CROCKERY AND GLASS JOURNAL to the effect that arrangements have been made for taking out stocks of china which have been held at Rotterdam ever since the start of the war created something of a sensation here. Import china men declared that the influence on the market would be immediate, and it was agreed that the general effect would be most beneficial. It was not thought, however, that prices would be lowered, inasmuch as the maximum amount which could be brought in would fall far short of filling the demand. Several declared that even after being released the cargoes would still have to run the submarine blockade, and in view of that fact it is regarded as improbable that all of the cargoes could reach these shores.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

In their efforts to secure a steady coal supply for the coming season the pottery manufacturers seem to have bumped up against a stone wall, although weeks have been spent trying to have the local district supplied as a whole. No one coal operator will assume such a large contract, and the different operators will only contract for six months ahead. October 1 is the farthest any will guarantee present prices, which are around \$4 to \$4 25 per ton.

An exceptionally heavy demand for plates and teas has developed here within the past fortnight. One buyer wanted 20,000 dozen seven-inch plates for immediate shipment at any price. In different plants he succeeded in gathering about one fourth this number—and then only for delivery later on.

It is possible that at the summer conference of the Labor Committee of the United States Potters' Association and a committee representing the National Brotherhood of Operative Potters the former will ask for a more elastic rule with reference to the employment of apprentices. The ranks of the operative potters are bound to be depleted by the draft, and means must be adopted to supply the vacant places. The West End Pottery Co. has already lost fifteen who have joined the colors, and a number of others employed in this plant have joined Company E, Tenth O. V. I., which regiment is being recruited to war strength. A similar percentage of men has left other plants in this district for the same reason.

Not so very long ago some lusters used in decorating ware were to be had at from \$3.75 to \$4 per pound. Latest invoices show these prices at from \$7.25 to \$8.50. And the end is not yet.

The United States Potters' Association recently sent a representative in the person of W. Edward Wells, of the Homer Laughlin China Co., to Washington, with authority to offer the Government the services

of the pottery manufacturers in producing goods for training camps and other departments.

As the time approaches for the annual convention of the National Brotherhood of Operative Potters, manufacturers are interested in learning what propositions will come before the delegates with reference to the new wage scale. At present the manufacturers are standing pat.

Some materials now being used in the manufacturing of pottery are in great demand for different branches of Government work. Lead and zinc are being used in heavy volume, while boric acid is required in large quantities for Red Cross work. There is reason for believing that producers of these materials will be required to give Government requirements preference over all others.

Practically every manufacturer in the trade has within the past ten days advised his customers of the necessity of issuing new terms.

Very few cancellations are reported. Buyers seem content to allow what business they now have undelivered go forward whenever it is possible at prices prevailing at the time of shipment. The majority of buyers realize that the manufacturers are up against abnormal situations, and that instead of cancelling orders, and placing specifications later, they are better off by allowing all unfilled orders to start out as soon as shipment can be made. No one can tell the future of the freight situation, and this also is being taken into consideration by buyers.

Six kilns will be operated by the Illinois China Co., at Roodhouse, Ill., under the management of John La Salle. A general line of ware is to be manufactured.

Hotel ware is in exceptionally heavy demand, the requirements far exceeding the supply. Some buyers have been bidding against one another for even the smallest visible supply.

Among the buyers visiting here of late were J. W. Watte, for Butler Bros., New York; Mr. Levy, for Lewis & Neblett Co., Cincinnati; Mr. Hubble, for Marshall Field & Co., Chicago; Joe Moses, for United China & Glass Co., New Orleans; F. H. Pfeiffer, of the F. H. Pfeiffer Crockery Co., Peoria, Ill.; W. F. Newberry, for Woolworth's, New York; Mr. Garrick, New Orleans; Mr. Kleinspecker, for the Star Glass Co., Fostoria, O.; John G. Ingalls, for the National Production Co., Chicago; Louis Klayf and his assistant, Miss Price, for Bloomingdale Bros., New York.

Thomas Anderson, general superintendent of the

feat of the bachelors by a score of 6 to 3. The cream of the Brooklyn Bowling Club participated in a hard-fought game. A fine dinner was served to about seventy-five, consisting of the employees and their guests. It was unanimously voted one of the best outings they ever had.

#### RECRUITING STRIKES A LIVELY PACE.

SEVENTY-FIVE recruits were listed on Wednesday noon to the credit of the Pottery, Brass and Allied Trades Unit—just half the number of the quota of 150



RECRUITING COMMITTEE OF THE POTTERY, GLASS AND ALLIED TRADES UNIT.

Potters' Co-Operative Co., has resigned. His future intentions have not been announced.

\* \*

Will Watkins, for several years foreman of the clay department at the Chester plant of the Edwin M. Knowles China Co., has resigned, and has been succeeded by Harry Wildblood, who has been with the same company at the Newell plant.

#### BUDDE & WESTERMANN OUTING.

THE annual outing of the employees of Budde & Westermann took place last Saturday on Long Island. There was a game of baseball between the married and unmarried men which resulted in the de-

assigned as this unit's share towards putting the National Guard on a war footing. At this rate another week will probably show that the desired goal has been reached.

The appearance of the Ambrose Orphan Band from St. Mallachy's Ocean Home, Rockaway Park, N. Y., made things extremely lively for a while last Friday, when it gave an hour's concert in front of the recruiting station. As the band marched down Fifth avenue, on its way there, crowds of people gathered, and by the time the musicians had taken their places on the sidewalk in front of the station the street was almost impassable. No sooner had the band started to play patriotic airs than a spirit of enthusiasm was manifested which resulted in giving the campaign its first good start with twenty recruits for the day—a jump of fifteen over the number registered on Thursday.



On Friday at four o'clock a meeting of all the trades interested in the campaign will be held at the Yale Club. Governor Whitman, who is highly gratified at the work being accomplished, will be present and voice his appreciation of the efforts being made to recruit the National Guard to war strength.

### A SEASON OF STRESS AND STRAIN.

**I**N a review of conditions in the flint glass industry during the fire now drawing toward its close "The Glassworker," under the caption of "Summer Stop

"The gas supply has been very uncertain since the first cold weather of the winter, and factories, especially in certain parts of Ohio, have been forced into frequent stoppages. Some manufacturers declare that for months they had not enjoyed a solid week of uninterrupted operation, thanks to the undependable nature of the gas supply. This week notices were sent out by several gas companies that after October 1 no gas would be furnished to plants for use under the boilers, and that at an early date rates for natural gas for industrial plants would be advanced.

"Many factories have already been equipped with producers or oil burners, and the installation of such



NOON HOUR AT THE RECRUITING STATION. BAND OF ST. MALLACHY'S ORPHAN HOME IN THE BACKGROUND.

Draws Near," says:

"The flint summer stop, starting July 2, marks the close of a year that has been fraught with extreme uncertainty for manufacturers.

"The season has been good, but the production has not kept pace with the business booked, owing to almost incessant annoying interruptions of factory operation and handicaps of various kinds.

"Throughout the season there has been a shortage of labor, but this handicap was almost lost sight of in the great difficulty in securing cars to make shipments, the uncertainty of securing supplies, due to unsettled transportation service, and widespread fuel shortage. The shortage of cars has been so great as to at times force factories to suspend operations, and this of course told heavily on the season's production.

substitute fuel is under way or is to be started in other factories during the summer. The notification of the impending advance in the cost of natural gas will probably induce still other companies to take such steps in their glass factories.

"The season has been one of great strain on manufacturers, and, as one man intimately in touch with conditions puts it, 'they are all up in the air at present.'

"Prices of materials have rapidly advanced, and the glass workers have already presented their demands for increases in wages. Fuel is going to cost more, and there is every reason to expect that there will be a shortage of labor from war enlistments next fall. No relief is in sight, and it is predicted that conditions will not materially improve until the war ends."

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 14, 1917

IN several recent conversations buyers from both local and interior points report that their sales foot up bigger than last year. This is due to the higher prices charged, because in reality they have not moved the volume they did last season. They all agree, too, that their sales have been largely of medium and low priced goods, and pride themselves on keeping up the figures under the conditions.

### HOW MUCH WILL CONSUMERS STAND?

SOME people think that prices of glass and pottery have been raised so high that both manufacturers and importers are making huge fortunes. When confronted with the cost of raw materials and labor, and the small production, they exclaim with one accord that these items have not been advanced as high in proportion as the selling prices.

Keeping a close watch on the markets, and knowing that the factories everywhere are not producing within twenty to thirty per cent of their capacity, owing to the fact that the workers are arrogant and not putting forth their best efforts, we feel perfectly safe in asserting that those who thus argue are wrong.

Before the war manufacturers were not making the profits their investments and personal services warranted. It is more than probable that during the first months of the conflict they actually lost money. With the increased prices they are probably now making a little more than interest on their capital and the stipends

they draw for living expenses. But we are pretty sure that they are not making "war profits."

It is more than likely that, high as prices are now, they will go still higher. Many reasons for this will suggest themselves to anyone who will look at the situation as it really is. The price of labor is the dominating factor, of course. High wages and short hours make everything cost more. Then labor, finding that the increased cost of commodities balances the advance in wages, asks for another raise, which again sends the selling prices up. This keeps on and on, and the purchasing power of the dollar gets less and less.

The glass makers and potters are to hold conventions in July. From present indications they will ask for raises. If they get them, up will go the price of crockery and glass. But the manufacturers will not be one whit better off than they are now.

If people complain of high prices now, what will they think next August? It is getting to be a question of how much the consumers will stand.

### THE BRIGGS BANKRUPTCY.

LAST week, just as we were going to press, the news was flashed over the wires that the Richard Briggs Co., of Boston, had assigned. At the earliest moment a representative of the CROCKERY AND GLASS JOURNAL called on Herman C. Kupper, the largest creditor, to get details. In response to inquiries Mr. Kupper made the following statement, which puts the matter in a very different light:

"The statements emanating from Mr. Briggs and his associates, which have been published in the press and amplified in a notice sent by the assignees to the creditors, are designed to create the impression that I am in some way responsible for the assignment and subsequent bankruptcy of Richard Briggs Co. I desire emphatically to deny that this is the fact. In the first place, I have not acted in this matter as agent for any foreign interest, but solely on my own account as a principal. I have been for many years by far the largest creditor of Richard Briggs Co. by reason of the sale of merchandise entirely for my own account, and over a long period of years I have continued to extend credit to this company when its general credit was exceedingly limited.

"In 1914 I found that the business of the company was decreasing at such an alarming rate, and that losses incurred in the business were so extensive, that unless immediate steps for a reorganization were taken it would be only a matter of a short time before the business would terminate in absolute failure. I attributed this condition to mismanagement, having full confidence that under proper management and supervision the business could be made successful. I then took up the matter with Mr. Briggs, and with his full consent and approval brought about the employment of Mr. John H.



Hahn, an energetic, experienced, industrious and capable young business man of Toledo, as general manager of the business.

"I was in a position at this time, by reason of the magnitude of my claim and the total inability of the company to make payment, to have compelled the turning over to me and to the other creditors the full control of the business. I took no steps of this character. I did not even request that the stock held by Mr. Briggs and his family be turned over as security, nor did I attempt to disturb the control of the corporation by Mr. Briggs, whose representatives constituted the majority of the Board of Directors. On the contrary, no step was taken which was not fully approved by Mr. Briggs and his advisers, and with my approval it was arranged that Mr. Briggs should be retained in the employ of the company at a liberal salary, although the view might well have been taken that his services might have been dispensed with and the management of the business left wholly in the hands of Mr. Hahn.

"Thereafter, by the vote of the Board of Directors controlled by Mr. Briggs, Mr. Hahn was elected president of the company, and a contract signed by Mr. Briggs was entered into for his employment as general manager of the business for a period of three years. Mr. Hahn entered into the rehabilitation of the business with energy and marked ability. It was, of course, necessary that old methods should be discarded, old and practically worthless stock disposed of, the store itself rejuvenated, and new life infused into the business. For a period of about two years, beginning in 1915, the process of rehabilitation was vigorously prosecuted, with the result that sales were increased thirty per cent the first year and fifty-four per cent the second year over the sales of 1914. Worthless stock which had been carried upon the books at its full value was eliminated, the stock of merchandise was brought up to date, worthless accounts carried on the books as assets marked off, and the store itself made over at an expense of \$15,000 or more, until it now bears favorable comparison with any retail store in the business. I myself advanced to the company an additional \$15,000 in connection with this reorganization without security of any kind.

"At the beginning of 1917, at a time when the real results of this work were beginning to make themselves apparent, without any suggestion on my part a proposition was made to me through Mr. Briggs's attorney to settle my claim, and at the same time to adjust the claims of foreign interests represented by Mr. Ernest T. Greiner, which were in part claims against the Richard Briggs Co. and in part against Richard Briggs individually. I took the proposition under advisement. Its acceptance would have involved a very substantial sacrifice on my part. The business, through the efforts of Mr. Hahn and myself, had been placed in a sound position. It was then, as it now is, entirely solvent, its future, in my judgment, assured, and I considered the proposition made to me totally inadequate.

The negotiations, nevertheless, continued. The purpose of Mr. Briggs and his associates was to eliminate Mr. Hahn from the management of the business, friction between him and Mr. Briggs having very naturally arisen, and to secure again for Mr. Briggs the full control of the business at the cost to me of a very substantial reduction in my claim.

"For my part, I was from the beginning actuated largely by an old friendship resulting from many years of business and personal relations with Mr. Briggs and his family, and was more than ready to make any reasonable sacrifice which would result in benefit to them.

"While these negotiations were still in progress, and to my complete surprise and disappointment, and in violation of the good faith which I had the right to expect after all my years of friendship and effort on behalf of the business, while I was absent from Boston a meeting was held, entirely controlled by Mr. Briggs and his attorneys, at which an assignment to Mr. Briggs's two attorneys, Messrs. Colt and Turner, was authorized and made, Mr. Hahn was deposed from the presidency of the company, and a member of Mr. Briggs's family elected in his place. Immediately at the close of this meeting, Mr. Hahn and Mr. Greiner, who were in the store, but not present at the meeting, were ordered to leave the premises, and threatened with forcible ejection unless they complied forthwith with this demand. The making of this assignment was the first intimation that I had that the attempt to make a settlement of my claim was concluded.

"Immediately following the assignment a petition in bankruptcy was filed by three small creditors at the instance of Mr. Briggs and his associates, and application was made to the court for the appointment of a receiver. It is therefore obvious that the present situation was in no way brought about by me.

"I reiterate that the business is solvent. The prospects for the future were bright, and I was entirely satisfied with the situation as it existed and to have the business continued under its then management, feeling perfectly confident that the success of the business would take care of my interests. I had no thought of disturbing the situation. The negotiation for settlement was at the instigation of Mr. Briggs without suggestion on my part. The purpose of the assignment and the bankruptcy proceedings is to make use of the Bankruptcy Court for the purpose of acquiring for Mr. Briggs and his associates the entire business for an inadequate price at the expense of the creditors; and as a part of this plan Mr. Briggs and his associates, knowing that such an attempt will be vigorously opposed by me on behalf of myself and all other creditors, are seeking to nullify my efforts by the statement that the present unfortunate situation is due to some action of mine, thus creating a prejudice against me in the minds of the creditors and friends of the concern and a corresponding sympathy for Mr. Briggs, and concealing the real cause and purpose of the proceedings."

## PERSONAL.

**A** WELCOME caller at our office on Wednesday of this week was W. C. Rhone, Western traveler for the Vodrey Pottery Co., East Liverpool, and well known here through his former association with Geo. Borgfeldt & Co. and Louis Wolf & Co. Mr. Rhone has enlisted in the Marine Corps Division of the Federal Service, and leaves on Saturday for League Island, Philadelphia, where he will be stationed temporarily. Having been at the Plattsburg Training Camp last summer, he developed an unusual degree of interest in army life, and is looking forward to getting in the Federal service with much enthusiasm. Before leaving he subscribed to the CROCKERY AND GLASS JOURNAL, which he said he wouldn't miss reading even in war times.

Arthur E. Soules, for many years salesman with Morimura Bros., has resigned his position there and is now a member of the firm of Salinger, Magnus & Soules (oriental department of Salinger & Magnus, who have been in the Japanese trade for years, and have extensive connections in that country). Mr. Soules left New York on Tuesday night for a trip to the Orient to buy goods.

John H. Harris, china buyer for Kaufmann Bros., Pittsburgh, is in the city placing orders.

Earl J. Runge, of the "Pottery, Glass and Brass Salesman" staff, who enlisted some time ago in the United States Naval Reserve, was notified to report for service at Fort Lafayette, Brooklyn, on Monday of this week.

Edward B. Dickinson left on Monday to spend the balance of the week at the factory of the Steubenville (O.) Pottery Co., for which he is the New York representative.

Samuel M. Seright, secretary of the Brush-McCoy Pottery Co., Zanesville, O., was married June 9 to Miss Nellie A. Mautz, a former employee of the company.

C. F. Levens, who formerly traveled from the American Import Co.'s headquarters at San Francisco, is now a member of the staff connected with the company's New York office, of which Herbert L. Schamberg is manager. Hereafter Mr. Levens will confine himself to short trips and to assisting Mr. Schamberg in looking after the New York trade.

Myron Maibrunn, Western road representative for the Maibrunn Co., left on Monday for a trip through his territory, after spending a month at the New York

office assisting in the preparation of the concern's new sample line.

Frank Van Roden, vice-president of Wright, Tyn-dale & Van Roden, Philadelphia, is enjoying a little vacation at Niagara Falls this week.

Geo. H. Wood, with R. H. Stearns & Co., Boston, favored New York with a visit this week. He reported excellent conditions in the Hub.

Ed. Craig, New York manager of the United States Glass Co., spent two busy days in Pittsburgh last week, coming home Saturday morning. One of his missions was to arrange for a new system of deliveries in New York, which, if as successful as present indications warrant, he will pass along for the benefit of other domestic manufacturers.

I. H. Baker, head of the Century Cut Glass Co., Saugerties, N. Y., was a visitor in New York the first half of this week conferring with Herman Kashins, New York representative for the factory, and attending to other business for the concern.

Samuel O. Paull and James Paull, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., arrived in New York the latter part of last week to consult with their local agents, Malone & Nicholson.

Howard C. Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., was a visitor in town on Friday and Saturday of last week talking matters over relative to the local market with the New York representative, Thos. G. Jones.

A. J. Smith, head of the McKee Glass Co., stopped off in New York on Monday en route to Galeton, Pa., where he has gone a-fishing. He expects to make a catch that will prove an eye-opener to the other would-be fishermen in the trade, and promises to give particulars on his way home.

Frank Daly is an addition to the Malone & Nicholson sales staff engaged to cover city and nearby trade. He has just been graduated from Fordham College, and his enthusiasm, combined with a genial personality, will go far towards making him an efficient salesman.

After attending the National Clay Pigeon Shoot at Little Falls, N. J., last Thursday, Friday and Saturday, A. F. Priestly, of the Camden City Cut Glass Co., and Harry Bortz, of the A. H. Heisey traveling staff, returned to the city with A. P. Doctor on Saturday night and were his guests at his home in Bensonhurst over Sunday. There was a marked absence of shout-



ing among them regarding how they had startled the other shooters with their wonderful performances. No prizes were in evidence when they arrived in New York, but it is assumed they were sent by express.



L. Meister, buyer for the Pittsburgh Dry Goods Co., spent Friday and Saturday of last week in the local market placing orders.



J. W. Waldorf, buyer for Rothschild, Kohn & Co., Baltimore, left for home last Saturday after a stay here of several days making purchases for his departments.



Louis Klayf, manager of the china and glassware departments at Bloomingdale Bros., returned to New York on Sunday after spending several days in East Liverpool and vicinity, making the rounds of the factories. Miss T. Price, his assistant, accompanied him on the trip, this being her first visit to the china and glass ware districts.



Mabel Schreiber, one of the twin daughters of W. H. Schreiber, with Morimura Bros., was married to Irving R. Smith, a civil engineer, June 6. The wedding ceremony took place at the home of her parents in Arlington, N. J. The honeymoon is being spent in the Adirondacks.



T. E. Finerty, road salesman for the cut glass line of T. B. Clark & Co., Honesdale, Pa., spent Monday of this week in the city, dropping in for a chat with C. P. Cox, of Cox & Lafferty, New York agents for the concern.



W. S. Creveling, who travels for the Guernsey Earthenware Co., is in New York for a brief rest after an arduous spring campaign. He left the factory January 8, hit the "high places" in New York, New England and Pennsylvania, with a trip to Canada as a side issue, and returned May 19. Next fall he will take on as additional territory the large cities in Virginia and North Carolina.



Wm. E. Bown, son of "Lew" Bown, manager of the Buffalo Pottery, has joined the ambulance unit of that city, and expects to sail for France the last of the month.



One of the most tasteful arrangements of flags among the local glassware and china houses is that at the salesroom of J. Duncan Dithridge, representative for the Bryce Bros. Co. Two long American flags are shown in the center panel of the large window facing on Fifth avenue, while a French and English flag of the same size adorn the side panels. They are effectively draped back in curtain fashion, and may be seen for a distance of several blocks up and down Fifth avenue.

## IMPORTS OF POTASH.

DETAILED reports of the imports of hydrate of potash—the kind used in the manufacture of glass—for the year ending June 30, 1916, are just at hand. Germany, of course, allowed none to come. But Germany is not the only source of supply, though the main one. Sweden sent us 29,000 pounds, as against 65,600 in 1915 and 43,720 in 1914. Canada sent 4,200, and Hong Kong 800. The total is almost infinitesimal when compared with the 5,867,065 pounds we took from Germany in 1914.

## FROM CUT GLASS TO BRICKS.

THE story "From Crockery to Coal" in our issue of last week, told by Hugh C. Edmiston, in which a cask of supposed crockery arrived from one of his factories in England at its destination in this country filled with coal, recalled to Koscherak Bros. a recent similar experience when they shipped a barrel of cut glass to a customer at Wallingford, Conn., that reached him filled with bricks.

## OBITUARY.

AMOS McDONALD, for forty-two years with R. H. Macy & Co., died June 9 at his home in Brooklyn, aged sixty-five. He first entered the employ of L. Straus & Sons in 1873 as a clerk. Two years later he went as assistant to the late W. J. Burdett, who was manager of Macy's china department at Fourteenth street and Sixth avenue. In the early eighties, when a vacancy occurred in the silver, clock and kindred lines department, he was placed in charge as manager and buyer, and held this position until the firm removed to Herald Square. At the Fourteenth street store Macy & Co. had a small manufacturing department. When they moved to their present location this was largely increased, a silver shop, plating plant, optical goods workroom, and facilities for making many other things being added. He was made manager of this department, and was in charge at the time of his death. The funeral was held on June 12 and was largely attended. A delegation from Macy's was present, and L. Straus & Sons were represented by Lee H. Kohns, H. Siegel, Paul Witzell, R. E. L. Wells and Morris Appel. Mr. McDonald was a man of sterling qualities and highly respected, both in business and socially.

Thomas A. Gormly, for many years in the crockery business at Rochester, N. Y., died June 5 after an illness of three weeks, aged sixty-six. He was a member of Gormly Bros. until he retired in the spring of

1916. For thirty-five years he and his brother conducted a wholesale crockery business on State street, Rochester, afterward removing to North Water street.

### SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### SITUATIONS WANTED.

If you want an efficient cut glass salesman, I'm your man. Have specialized in selling this class of goods for several years and know the trade thoroughly. Prefer to travel through the West and South, where I have a strong following. Address A 131, this office.

### FOR SALE.

WHEELLOCK'S BUSINESS IN ROCKFORD FOR SALE.

—Plenty of opportunity for this business with less departments than we now have. Can arrange for 7,000 square feet of floor space at low rental. \$18,000 will buy the business with less departments. You will like Rockford. The people will need a place to buy china, glass, kitchen utensils and gifts. Address owner, A. W. WHEELLOCK, Rockford, Illinois.

FOR SALE—Crossley Jumbo Jigger. In very good condition. Address COOK POTTERY CO., Trenton, N. J.

### TO LET.

UNUSUALLY desirable showroom to rent on Fifth avenue, between Twenty-third and Thirty-fourth streets; beautifully fitted up with mirror-topped tables and mirror-backed wall fixtures with plate glass adjustable shelves. Room thirty feet wide, seventy-five feet deep. Immediate possession. Rent reasonable. Address A 132, this office.

ESTABLISHED 1864.

# Cartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

[Three Blocks West of P. R. R. Depot.]

WHEN coming to East Liverpool don't fail to call and see what we have to offer you for 1917. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

## Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The BARODA,	"
The CASPIAN,	"
The PONTRACINA,	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO,	W. H. Grindley & Co.
The BALKANS,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	"
The Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted,	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	"
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BELFORT,	"
The ARENIDA,	"
The BLUE CHINESE,	L'Union Ceramique
The SOFIA China,	J Wedgwood & Son
The BRINDISI,	"
The Royal Dresden BLUE ONION Porcelain Crossed Swords brand	Ginori Italian China.
The MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
and other stock patterns from original sources.	

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston

Stock Patterns which cannot be readily matched cause more annoyance than profit.



## THE ROLL OF HONOR

GOVERNOR WHITMAN has requested the help of the representative industries of the State in securing the 10,000 volunteers necessary to bring the National Guard of the State of New York up to a war footing as directed by the War Department.

The quota assigned to the Pottery, Glass and Allied Trades is 150. Is your name on the roll of honor? If not, get it there quickly!

Eighty trades are represented in the movement, and it will ill behoove the Pottery, Glass and Allied Unit if its ranks are not full to overflowing.

Apply to Major Wm. D. Finke, No. 7 West Twenty-fourth St., New York, or any member of the Recruiting Committee.

## BUSINESS BRIEFS.

An overheated kiln started a fire in the kiln shed of the Maddock's Sons Co. pottery, Trenton, N. J., June 9. Damage \$500.

Goldsmith's Stores, Inc., Ithaca, N. Y., will conduct five to twenty-five cent department stores. Capital \$1,000,000. The incorporators are W. B. and C. E. Goldsmith, and J. W. Huff.

Articles of incorporation have been filed at Trenton, N. J., by the Trenton Glass Co. Capital stock, \$10,000. George W. Macpherson, Elizabeth C. Macpherson and C. Percy Hutchinson, incorporators.

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### CHINA CLAY PRODUCERS ASK OUR AID.

THE following letter, from John Lovering & Co., china clay producers, England, who until the start of the European war shipped heavy tonnage of clay to the United States, has been sent to the manufacturing potters in the Trenton, N. J., district, those in Eastern Ohio, and also to the United States Potters' Association:

"We appear to be approaching very serious conditions in the china clay trade on which the future existence and consequent supply of clay sufficient for all practical purposes depend, and we think it of sufficient importance to bring to the notice of various clay buyers in the United States, as it is possible that if a certain supply of china clay is essential to manufacturers in your country it might be brought to the notice of your Government, who might possibly be induced to make some representations to the British Government to impress upon them the importance of supplies of china clay for your manufacturers.

"We understand that not only is china clay used in large quantities by your paper makers and potters, but also that it is used in considerable quantities in your munition works; but how it is thus used we are not sure—possibly for crucibles and in the packing of explosives.

"Before the war the various china clay works or mines in England employed altogether nearly 6,000 men. At present these are reduced in number to 2,500, those men who have left the china clay industry having to a great extent joined the army, and the remainder have gone into Government and munition works. We have an intimation now that a further lot of men may be asked for from the china clay industry for certain Government work.

"We consider that to take so many men from our industry would to a great extent close it down, as with so many china clay works or mines there will be so few left in each that very few could carry on at all.

"If therefore you consider it desirable we suggest that the various importers of china clay in the United States might meet and consider this question, and possibly bring it to the notice of the various manufacturers using china clay with a view of bringing it to the notice of your Government, who, if they think fit, should make representations to our Government that china clay was essential for your manufacturers. Such representations would have great effect in securing to us out of the men we have left a sufficient number to still carry on our export business to the United States.

"It is possible that we could still supply the comparatively limited quantity of china clay that the markets now require without quite so many as the number of men now employed in the china clay trade; but to lose a percentage of these, as is being suggested, will certainly mean a serious curtailment of output, so that nothing like even the present shipments could be sustained. If anything is to be done it should be done promptly, and we therefore leave the matter to you and others for your consideration. We shall be glad to have your views on this letter at your convenience.

"We need hardly say that the fact of the United States now most happily being an Ally impels us to write as we have done."

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### "ALL THAT IS CLAIMED."

AT the request of the CROCKERY AND GLASS JOURNAL a thorough test of the qualities of "Victrolene" has been made, and the verdict is as follows: "It is all that is claimed for it, and more." It cleanses, brightens, and keeps an automobile looking like new. One great objection to many of the polishes on the market is that they are greasy and collect dust, holding it on the machine. "Victrolene" is volatile, and after a trip any dust that may have gathered can be removed with a cloth or feather duster instantly. It takes off tar and road oil, removes rust from nickel, and renovates the upholstery. Five minutes after its application a lady in the most delicate white dress can sit on the cushions without soiling the garment.

Automobile drivers have been fooled so often by the claims made for other polishes that they are loth to believe "Victrolene" is any better than the rest. Cox & Lafferty want everybody in the crockery and glass trade to at least give "Victrolene" a chance. Confident that a single trial will convince, they engage to refund the purchase price without question if the polish does not do all that is claimed for it.

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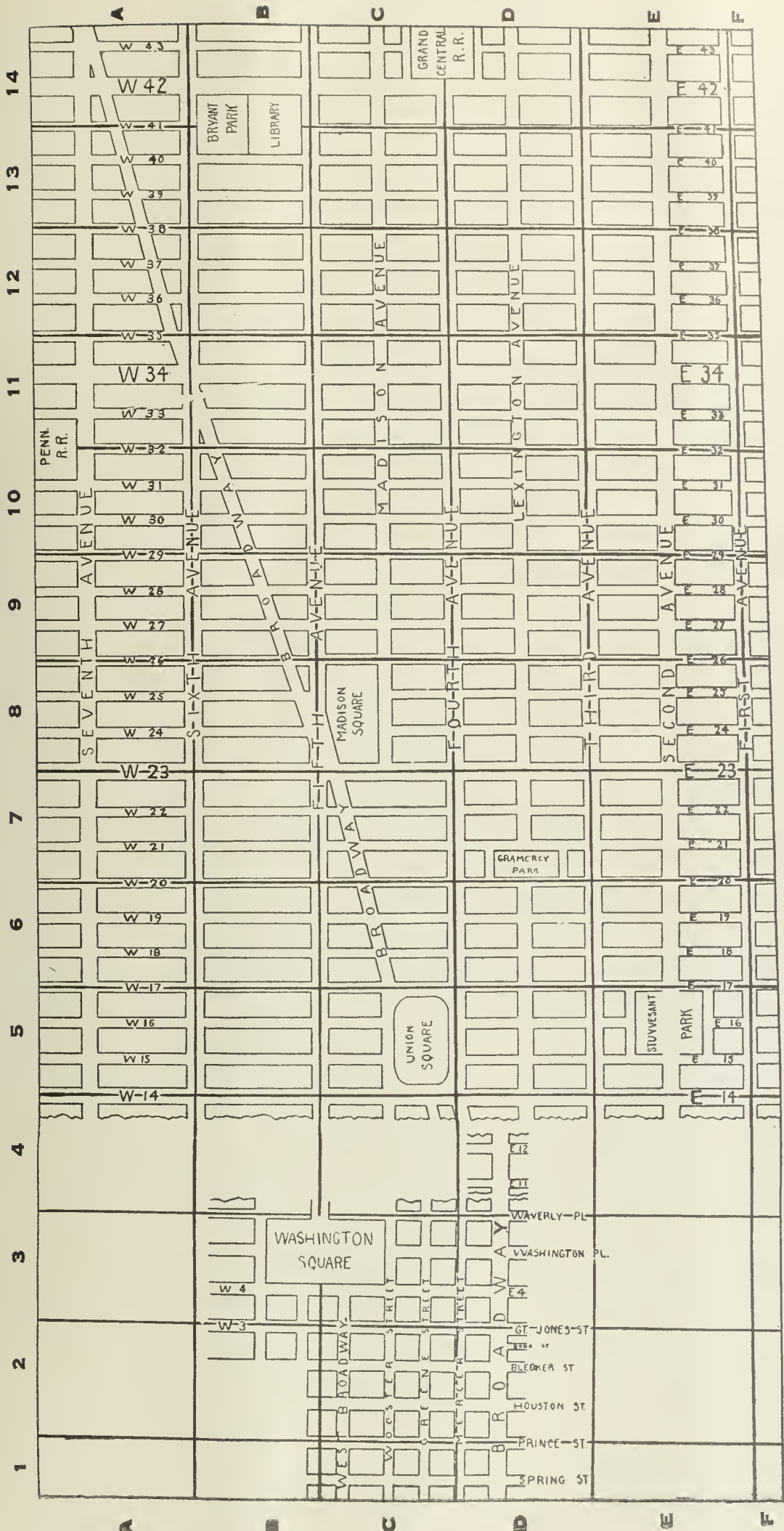
A MAN never has any trouble about his habits when he is devoted to honest work.

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THE window is the mirror of the store—it reflects unerringly what's inside.



Locations of Firms in the Uptown District.



- |  |     |  |      |  |     |
|--|-----|--|------|--|-----|
| American Import Co., 220 Fourth ave.....         | C-6 | Imperial Art Glass and Lamp Works, 205 W 19th..... | A-6  | Pittsman, W. S., 104 Fifth ave.....                    | B-5 |
| Bing, F., & Co.'s Successors, 67 Irving Pl.....  | D-6 | Koscherak Bros., 129-131 Fifth Ave.....            | C 6  | Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d..... | B-8 |
| Bloch, L. D., & Co., 153 Fifth ave.....          | C-7 | Lancaster Glass Co., 200 Fifth ave.....            | B-8  | Roseville Pottery, 621 Fifth ave.....                  | C-7 |
| Boote, E., 35 W 23d.....                         | B-8 | Manhattan Brass Co., 332 E 28th.....               | E-9  | Republic Specialty Co., 9 E 22d.....                   | C-7 |
| Bradley & Hubbard Mfg. Co., 200 Fifth ave.....   | B-8 | Mogi, Momonoi & Co., 105 E 16th.....               | D-5  | Straub, Paul A., & Co., 105-107 Fifth ave.....         | C-6 |
| Bryce Brothers Co., 240 Fifth ave.....           | B-9 | Morimura Bros., 53-57 W 23d.....                   | B-8  | Strobel & Wilken Co., 61 W 23d.....                    | B-8 |
| Brush-McCoy Pottery Co., 1140-1146 B'way.....    | B-9 | Maibrunn Co., 40-42 East 19th.....                 | C-6  | Tajimi Co., 597 Broadway.....                          | D-2 |
| Bergen, J. D., & Co., 239 Fifth ave.....         | C-9 | McKenna Bros. Sales Corp., 1271 Broadway.....      | B-10 | Torlottig, E., 35 W 23d.....                           | B-8 |
| Benedikt, H., 7 W 22d.....                       | B-7 | Noe, Wm. R., & Sons, 53-55 W 21st.....             | B 7  | Takito, Ogawa & Co., 101 Fifth Ave.....                | C-6 |
| Cox & Lafferty, 1140-1146 Broadway.....          | B-9 | Pairpoint Corporation, 43-47 W 23d.....            | B-8  | United States Glass Co., 24th St. & B'way.....         | B-8 |
| Cambridge Glass Co., 49 W. Twenty-third.....     | B-8 | Phoenix Glass Co., 230 Fifth ave.....              | B-9  | Venon, J. H., Inc., 104 Fifth ave.....                 | B-5 |
| Co-operative Flint Glass Co., 156 Fifth ave..... | B-7 | Plume & Atwood Mfg. Co., 30 E 42d.....             | C-14 | Wedgwood, K. L., 133 Fifth ave.....                    | C-6 |
| DeLa Croix, C. I., 19 Madison ave.....           | C-8 |  |      |  |     |
| Dohrmann Commercial Co., 85 Fifth ave.....       | C-5 |  |      |  |     |

DOUBTFUL WAY OF DOING BUSINESS.

AN American hurricane lantern is now widely sold in Japan, and competition among retail merchants has developed a practice which at least temporarily increases lantern sales, but is of doubtful benefit to the American goods. The standard American glass chimney with which this lantern is equipped is of excellent wearing quality and costs twelve cents. A chimney of similar style but of Japanese manufacture is also on the market. It is not nearly so good, and sells for approximately six cents. The lantern dealer buys the Japanese chimney, which he substitutes for the more durable standard American chimney, and offers the American lantern at six cents less than the regular price. In other instances the dealer sells the lantern at the regu-

lar price, although equipped with a Japanese chimney, and guarantees to replace the chimney if broken within a certain time. If the chimney is broken he replaces it with another of Japanese manufacture, and still clears his regular profit. In case the chimney happens not to break he has a larger profit.

If the native purchaser were able to read the identifying inscription on the chimney the scheme would not be as successful as it is. Either the reduced price or the guarantee proposition is a good selling point and an excellent advertisement for the dealer. The effect upon the purchaser of his experience in getting a less durable chimney than he expected is not definitely known, but it is probable that he retains a prejudice against the American lantern, which he had believed from former experiences to be of superior quality.

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— AND —

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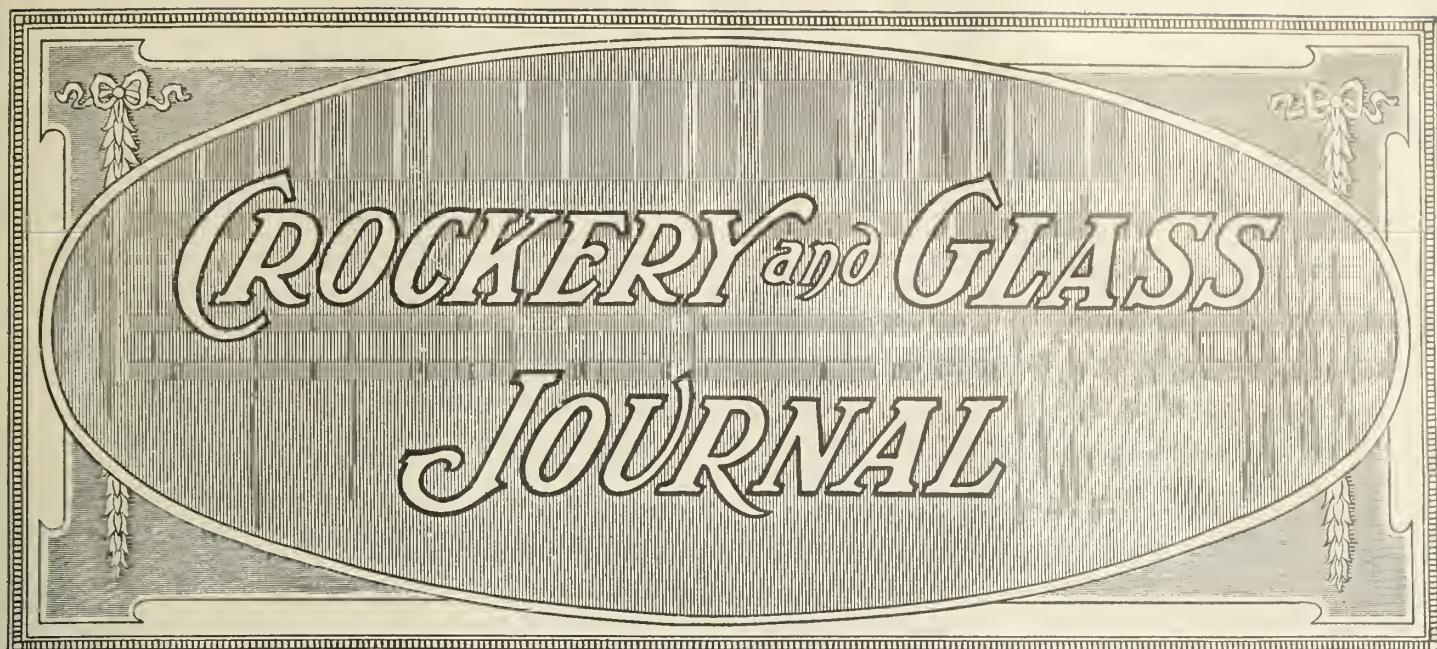
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NEW YORK, JUNE 21, 1917.

## THE CONDITION OF BUSINESS.



Conditions are about normal with the importers. With a few exceptions the travelers are all in for the season. The few who are still out are getting more business than is ordinarily expected at this time of the year—not in large volume, but eminently satisfactory. Mail orders are about as usual.

The arrivals of both French and English goods recently has been very heartening to the importers. Shipments these days are apt to come quite unexpectedly. The consignees sometimes do not know that they have goods in port. Invoices arrive, but it is not until the goods are ready for delivery that the importers are made aware of the fact.

The Japanese houses are still having a lot of trouble in deliveries—not only on account of ocean freights, but also because of the difficulties in transcontinental transportation.

The out-of-town buyers who were here were more anxious about the goods they had on order than they were about placing new business. But they bought some wares, nevertheless.

The demand from local buyers for goods from stock was better than it has been for some time. In fact, it exceeded the supply. But it need not be great now—days to bring about that condition.

While business at the potteries has fallen off a little, it is much greater than is customary in midsummer. Whether or not this is due to an expected advance in

prices or a growing demand is difficult to decide. Perhaps there is a little of both factors in the situation. The demand for hotel goods is increasing rather than diminishing, with a very short supply.

Having anticipated their wants, buyers of glass seem to be taking a little rest, except for packers' goods and strictly summer wares. These two lines are in very active request.

The advance in prices of nearly everything made in glass, effective June 15, was not very well received by the trade. Many feel that the top notch has now been reached. While they realize that the increased cost of raw materials and the scarcity of labor have made the advance necessary, they fear it will result in the purchase by the consumer of lower grade goods. The one who has been buying blown goblets will now buy flint; he who bought flint will buy pressed lime; the purchaser of lime glass will take tank goods. The world seems to have gone crazy on high prices. Some merchandise is at a higher figure to-day than it was during the Civil War, with fiat money, and there are many who think that speculation has more to do with it than actual necessity. The raw material producers may feel justified in getting all they can. But there is such a thing as killing the goose.



### Pittsburgh and Vicinity

The receipt of new business for general lines is only nominal, as usual at this season of the year. The demand for packers' goods, jelly tumblers and all such staple items continues heavy, many

manufacturers having more orders of this character on file than they know what to do with. The approaching summer holiday in the glass factories operating under union scales will curtail production to a certain extent and further decrease the small amount of stock in warehouses. Manufacturers have shipped throughout the season practically direct from the lehrs. The selling lists of glassware have been advanced, as expected.

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“Business as usual,” so far as the  
**East Liverpool** receipt of new orders is concerned,  
**and Vicinity** is the general report this week.

Materials continue to advance, clays leading the increases just at present. To what height prices will soar no one will give a guess.

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#### ALLOWANCES TO DEPENDENTS OF SOLDIERS.

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**A**FFECTING practically every employer in the United States is the recommendation that the government enact legislation providing for reasonable separation allowances to be paid to the dependents of the enlisted personnel of the army and navy, basing such compensation on the number of dependents in each family. Such action is advocated in a report made to Secretary Baker, as Chairman of the Council of National Defense, by a Special Committee of the Chamber of Commerce of the United States.

“Large employers throughout the country have already taken the initiative,” says the report, “as they did during the period when troops were required for the guardianship of the Mexican border, and have made provision for the care of the dependents of their enlisted employees. It is realized, however, that this cannot continue upon any general scale, particularly in view of the uncertain period of duration of the war, without imposing hardship and embarrassment upon the smaller employers, who are in the majority throughout the country. Obviously, business firms and corporations everywhere would be the largest contributors to any national patriotic fund raised for the purpose named.”

Secretary Goodwin, of the National Chamber, said the plans in operation in Great Britain and Canada differ in detail, though the experiences of each country seem to have been similar. In Great Britain there is a separation allowance for the dependent family. The wife receives from the government an allowance of so much a week, to which is added an allotment of so much a week out of the husband's military pay. The government makes an additional allowance for the first child, so much for the second, and so much for every other child in the family. These allowances do not do away with the necessity for relief efforts on the part of the public organizations such as the Soldiers' and Sailors'

Relief Society, and other organizations whose voluntary workers and local committees take care of cases seeming to demand special assistance.

In Canada there are three sources of revenue for dependents: first, a portion of his pay—the percentage determined by individual conditions—is deducted and sent home to those dependent on the soldier or sailor. Second, the government makes a separation allowance intended to enable dependents to approximate the pre-enlistment maintenance standard. This allowance represents a flat sum, regardless of the size of the family. Third, there is a National Patriotic Fund, raised by voluntary public subscription and distributed by a corporate organization authorized by the Dominion government. This fund takes care of necessitous cases where local investigation seems to establish the need for it.

It was said in the committee report that enlisted men in the armies above referred to neither need nor desire remuneration in addition to the service pay which, in accordance with rank, they receive as a provision of statute, for the following reasons:

They have little or no opportunity of spending money for necessities at the front.

It is undemocratic to have men serving in the ranks alongside one another with different rates of pay for their patriotism, as must happen if enlisted men receive individual allowances from their respective employers; and such differentiation has been found to be a contributing factor towards desertion from the ranks.

It has been found that men fraternize together in the trenches under circumstances which lead to exchanges of confidence as the result of a few days' intimate acquaintance not possible under normal conditions. They receive letters from home; and knowledge of differences in the standard of family maintenance, emphasized by assistance from several sources, breeds discontent, and discontent leads to desertions.

The fundamental aim of the present readjustments of methods on the part of the foreign governments referred to, the report concludes, seems to be: (a) to establish equality in the basis of service in the ranks; (b) to equalize the burden upon industry and people; and (c) to avoid duplication of patriotic organizations and funds, and to combine all the machinery of family maintenance with an eye to the psychological effect upon the soldier at the front.

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#### IMPORTS FROM STOKE-ON-TRENT.

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**T**HE exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of May amounted to £41,197, being an increase of £22,005 compared with the figures for the preceding month.



## A GENUINE NOVELTY.

WHAT promises to be one of the finest sellers of the coming season is about to be placed upon the market by the Hirsch-Ma'good Co., known as "The Glass Spoon House of America." This concern has the distinction of having introduced more specialties in glass spoons than any other in the business, not excepting the foreign manufacturers; hence it is not surprising that the honor of being the first to bring out "glass spoon sets" should go to them. What are glass spoon sets? Just this: A lemonade set, for instance, includes twelve lemonade spoons, a large mixing spoon, two fruit picks, and a pineapple fork. These are made in crystal and turquoise glass and other equally pretty combinations. Each set is put up in a neat, silk-lined case. There are also cocktail sets, sherbet sets, ice cream sets, etc., in dainty opal glass or plain crystal combined with various delicate colors. These items are absolutely unique, attractive to look at, and at the same time very useful. Few shoppers will be able to pass them in the retail stores without buying. The sets are being photographed and will be shown in an early issue of the CROCKERY AND GLASS JOURNAL. It will pay the wide-awake buyer to be on the watch for them. No orders for fall delivery will be accepted later than August 1.

## STATUS OF GERMAN PATENTS.

UNDER laws resembling the Adamson bill now pending in Congress, English and French manufacturers have been enabled during the war to use German inventions and German processes which formed the cornerstone of German foreign trade before the war, says the "New York Times." The British and French enactments have revolutionized the patent laws, not only for the period of war, but for years after it, by providing that manufacturers who have invested heavily in plants to produce German-patented articles may continue such manufacture after the war, paying the required royalty of five per cent for the life of the patent. The Adamson bill regulating trade with the enemy contains similar provisions, permitting American manufacturers to use German patents of untold value to American industry, not only during the war, but after it.

The far-reaching changes in the status of patents already made in European countries and soon to be made in this country are certain to result in a radical revision of patent laws at the end of this war, because of the innumerable problems which would be caused by the appropriation of one belligerent's patents by another. The proposed changes in the patent laws have put new life into a movement which has been in existence for some time to provide that medicines like salvarsan and other patents of great benefit to humanity should not

be monopolized, but should be produced by any manufacturer who pays a fair royalty.

The pages of "The British Patent Journal" show how, since the war, English companies have stripped Germany of patents which were the basis of the most valuable articles of German commerce. All sorts of electrical instruments, innumerable patents for dyes and drugs, optical glass, fancy glass, engines, munitions, machinery, instruments of precision of various kinds, of which Germany was the greatest manufacturer before the war, have been taken over by great British companies, of which the British Dyes, Ltd., is the best known.

One issue of the journal shows, for instance, that L. B. Holliday, of Huddersfield, obtained licenses to manufacture under nineteen separate patents owned by the Badische Anilin and Soda Fabrik. Another shows that the Chisham Supply Co. has taken over a long series of patents for the manufacture of the Bosch magneto and other electrical devices. Before the war practically all magnetos used in England were manufactured by Robert Bosch at Stuttgart. Other issues tell of the appropriation by different British firms of German patents for speedometers, glassmaking instruments, processes for refining gas, and scores of other triumphs of German technical skill. In some of these fields, such as the manufacture of optical glass, the British claim to have made vast improvements over German methods and German patents since the war.

In order to encourage British capital to invest in the manufacture of articles patented by Germany the British government gave assurance in 1914 that Englishmen who adopted German processes and inventions would not have to yield them at the end of the war. The provisions of the Adamson act, which give American manufacturers similar encouragement, are as follows:

"Any citizen of the United States or any corporation organized within the United States who desires to manufacture, or cause to be manufactured, or to carry on, or cause to be carried on, a process under any patent owned by an enemy may apply to the Federal Trade Commission for a license; and said Commission is hereby authorized to grant such a license, non-exclusive or exclusive, as it shall deem best, provided it be of opinion that such grant is for the public welfare and that the applicant is able and intends in good faith to manufacture, or cause to be manufactured, the machine, manufacture, or composition of matter, or to carry on, or cause to be carried on, the process. The Federal Trade Commission may prescribe the conditions of this license and the rules and regulations under which it may be granted and the fee which shall be charged therefor."

The law provides that the licensee shall deposit with the government a five per cent royalty on the sale of all articles manufactured under the patent, which will be made the basis of a judicial settlement after the

war of the indebtedness of the licensee to the foreign patent owner. The clause which provides for the continuation of the manufacturing privilege after the war is as follows:

"If suit is brought as above provided the court may at any time terminate the license, and may, in such event, issue an injunction to restrain the licensee from further infringement; or the court, in case the licensee, prior to suit, shall have made investment of capital based on possession of the license, may continue the license for such period and upon such terms and with such royalties as it shall find to be just and reasonable."

Probably the greatest effect which the Adamson bill will have on American business, if it becomes a law, will be that of providing a wide field of manufacture for plants which have sprung up since the war for the production of munitions and must be closed down or put into new industries after the war. Many months before the United States entered the war the Du Pont company, for instance, had three great laboratories at work laying out an industrial programme for the Du Pont plants after the war, in which a large part is to be played by dyes and other products of which Germany had almost a monopoly before the war.

It is rather a large question which is opened up in the contention to suspend German patents during the war. There is precedent for such action, Great Britain having since the beginning of the war taken steps to make use of German patents. In cases of this kind provision is made for accounting after the war to the owners of the patents for a percentage of profits. But even though this result is not taken into account, the use of the patents is likely to end in new industries being established which will persist after peace comes. And there is always the chance, especially in this country, that any process taken up and worked is apt to be improved on and short cuts to results obtained.

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## MAY SELL CLAFLIN WHOLESALE BUSINESS.

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IT was reported in financial circles this week that negotiations are in progress and are near the point of completion looking to the sale of the wholesale business of the Mercantile Stores Corporation, which is represented by the H. B. Claflin Corporation. The Mercantile Stores Corporation holds the \$6,000,000 stock of the Claflin Corporation, whose activities are confined entirely to wholesale business. The other concerns controlled by the Mercantile Stores Corporation conduct a retail business only.

The Mercantile Stores Corporation was incorporated in December, 1914, in accordance with the plan of September 25 of that year, for the reorganization of the H. B. Claflin Co. It has supervision of twenty-three retail stores, owning their entire share capital, acquired with the other assets at receivers' sale January, 14, 1915.

The names of the proposed buyers could not be learned, though they are understood to be fully acquainted in a practical way with the operations of the corporation. It is necessary to keep in mind the difference between the H. B. Claflin Co. and the H. B. Claflin Corporation.

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## AT CHICAGO.

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WITHIN the next two weeks a large number of department and variety store owners are expected to be in the city for the purpose of placing fall orders. Under ordinary circumstances these buyers would not be here for a month or longer; but everybody in the trade now realizes the importance of getting orders in early.

\* \*

The advances in the selling lists of both potteries and glass factories have gone into effect without causing any great amount of excitement.

\*

Retail trade has been much better during the past few days, owing to the fact that the weather has been more conducive to shopping.

\* \*

The display room of the Cambridge Glass Co., in the Garland Building, has been redecorated, and presents a very attractive appearance.

\* \*

B. H. Palmer, of the United States Glass Co., returned last week from Danville, Ill., where he was called by illness in his family. He left at once on a road trip.

\* \*

Word has been received by importers of Japanese goods here that the Japanese Exporters' Association has protested to the Japanese Government at Tokio over the preference which is being shown to the movement of the tea crop. The complaint calls attention to the fact that tea is by no means the only article exported by Japan, and that some consideration should be given other industries. The chief difficulty is found, of course, in getting boat space for the transportation of goods to this country. There is hope here that the protest will result in some arrangements being made for the better movement of china and kindred products.

\* \*

Large orders for glass jars are said to have been placed with factory representatives by packing plants last week.

\* \*

Herman Roseen, factory manager for the Central Cut Glass Co., spent a couple of days in the city last week.

\* \*

A number of cut glass men were present at a surprise party given to Sol Hess, of Rettig, Hess & Madson, by his friends at the Congress Hotel last week.



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

As predicted in this column, prices on certain lines of blown and pressed glassware were advanced ten per cent on June 15, the action of the manufacturers a fortnight ago in increasing the wages of factory workers being the direct cause. On some pressed bar ware, soda tumblers, and similar lines, there has been an increase of fourteen per cent. On pot tableware, which takes in a large variety of items, the advance is a straight ten per cent. Buyers are given the right to have all unfilled orders for these lines shipped at prevailing prices after July 1, or cancel them, as they may deem best.

Common tumblers have also been advanced, and the market to-day is practically 100 per cent over that existing several years ago, when 11, 12 and 13 cents per dozen were the prevailing figures. On tank glazed-edge common tumblers the new price is 25 cents per dozen net. Other glazed-edge tumblers are now to be had at from 26 to 28 cents net. Tank hotel glazed-edge tumblers are subject to a discount of 34 per cent, and tank glazed-edge soda tumblers are being offered at a discount of 25 per cent. Common jelly tumblers are now 22, 23 and 24 cents per dozen.

A special meeting of the stockholders of the Macbeth-Evans Glass Co. was held to-day (June 21) at the offices of the company in the Chamber of Commerce Building here to vote upon a proposition to create an issue of \$2,000,000 of preferred stock.

The Fostoria Glass Co., Moundsville, W. Va., distributed last Friday among its stockholders the regular quarterly dividend of two per cent and an extra cash dividend of one and a half per cent.

Traffic managers of glass factories report more ease in the freight car situation, and this fact is facilitating the movement of completed orders. Officials at Washington have advised manufacturers and shippers to pool shipments, thereby creating full carload capacity for rolling to a central point, local distribution to be

made upon arrival. This plan will save much time at transfer points. For instance: a manufacturer has several orders for customers in St. Louis, Mo. All could possibly be loaded in one car, and the car billed direct to one house, with request to notify the others on its arrival.

The local offices of Butler Bros. have been removed from the Renshaw Building to larger quarters at 909 Penn avenue.

On account of the prevailing high prices of building materials and the shortage of labor, very little building is now going on throughout the country, and this is reacting upon the demand for lighting glassware and lighting fixtures. There is said to be a marked falling off in the call for these lines.

The red, white and blue decorated electric shade of the Pittsburgh Lamp, Brass and Glass Co. is having a heavy demand. It is the only one of its character on the market, and is very popular among shop owners, who have installed complete sets, thereby giving a patriotic color to their places of business.

While a reasonably heavy demand exists for souvenir lines, sales are not as large as two years ago, when prices were lower. The enterprises which wanted ware for premium purposes for park and carnival wheel use have not been active in the market this year. Few, if any, cheap lines are being offered, and the "wheel men" have sought other lines of merchandise.

With a decreased demand in some sections of the country for bar glassware, the demand for soda fountain lines has shown a corresponding increase, and manufacturers of the latter hold that it will continue to increase from year to year.

Letters are being received by Manager Walter T. Plant of the Ft Pitt Hotel from salesmen who had lines here last January asking for larger rooms for the next Glass and Pottery Exposition. It seems, however,

from present indications, that salesmen and manufacturers will have to be content with the same space they had last January, as not one concern has cancelled its 1918 reservation. It is possible that one or two concerns will double their space.

The Kaufmann Department Stores Co., of this city, has declared the usual quarterly dividend of \$1.75 per share on the preferred stock, to be paid July 2.

Watson W. Lang, manager of the Pittsburgh office of Kinney & Levan, has returned to his desk from a brief swing around the Tri-State district.

H. A. Longstreth, glass and pottery broker, has given up business for the summer, and returned to his farm near Zanesville, O., where he is looking after a large acreage which has been fully planted.

"Glasbak" is the name under which the new cooking glassware of the McKee Glass Co. will be known.

There is a good demand for seasonable lines, and buyers are petitioning manufacturers to make shipments quickly.

C. A. Blanchard, for a number of years managing director of the Ft. Pitt Hotel, and later filling the same position at the new William Penn Hotel, has just leased for a long term of years the Hotel Schenley. An annex of 500 is contemplated by Mr. Blanchard.

W. W. Davies, head of the new Superior Glass Co., recently formed at Wheeling, W. Va., has leased the former plant of the Haskins Glass Co. at Martin's Ferry, and is planning to have the plant in full operation within eight weeks. Over \$10,000 is being spent improving and repairing the property, the furnaces being rebuilt so that coal can be used as fuel. Lantern globes and packers' ware will be the chief product, employing about 125 people.

Because of the increased business being offered the company, the Hazel-Atlas Glass Co., has taken out building permits for the erection of additions to its Wheeling factory. Contracts have been awarded, and work will commence as early as possible.

Some glass manufacturers in this district who have not been manufacturing bottles have been importuned of late by large users of this item to take on large long-time contracts. Because of the amount of business in the general ware plants, the solicitations of the bottle users are being turned down.

**G**IVE your grouch a vacation occasionally. It won't do either one of you a bit of harm.

## COMING ALONG ALL RIGHT.

**T**HE quota of 150 recruits to the National Guard assigned the Pottery, Brass and Allied Trades Unit lacked but twelve of being realized on Wednesday noon. There is not the shadow of a doubt now but what the number secured will run materially over the assignment.

At a meeting held last Friday afternoon at the Yale Club representatives of each of the trades interested in the recruiting campaign gave reports to Colonel Sherrill of the progress made at their respective stations, and it was most gratifying to note that Jos. F. O'Gorman's report for the Pottery, Glass and Allied Trades Unit was one of the best, if not the best.

Governor Whitman addressed the meeting for three-quarters of an hour, which was all too short for his listeners, every one of whom was intensely impressed with his very interesting and extremely earnest talk. He was profuse in his thanks for the valuable aid the business men of the city had given in their efforts to recruit the National Guard to war strength, again and again voicing his appreciation of the splendid results accomplished by them.

Calling for funds to defray expenses incident to running the recruiting station and conducting the campaign, a letter has been mailed to the members of the trade by Marshall W. Gleason, chairman of the Executive Committee, in which the need is explained as follows:

While the use of the store as a recruiting station has been most generously donated by the U. S. Life Insurance Co., the owners, there are expenses to be met for decorations, signs, uniformed detail, printing, postage, etc., and the Committee appeals to your patriotism for a voluntary contribution to that purpose, any surplus to be donated to the American Red Cross. Kindly make checks payable to J. F. O'Gorman, Secretary-Treasurer, and mail same to Unit Headquarters, 126 Fifth avenue, without delay.

The list of contributors thus far are J. Rogers Silver Co. \$10, Gleason-Tiebont Glass Co. \$10, James M. Shaw & Co. \$10, J. F. O'Gorman \$10, W. S. Pitcairn Corp. \$10, Higgins & Seiter \$10, Pacific Coast Borax Co. \$5.

## BUSINESS BRIEFS.

The Standard Toy Mfg. Corporation, 50 West Houston street, this city, has filed a petition in bankruptcy.

A petition in bankruptcy has been filed against the department store of L. B. Van Wagenen Co., Kingston, N. Y.

The "Little Shoppe," Inc., Bronxville, N. Y., has been organized to do a general department store business with a capital of \$15,000. Incorporators: M. E. Genung, H. M. Be eshin and W. F. Schneider.



## Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-  
ing Glassware, indirect and semi-indirect;  
Domes, Shades, etc.

The cleverness of Edward Miller & Co.'s designers is worthy of special note. So far have they gotten away from the beaten path in metal lamp designs that the latter are in a class quite by themselves. There are several period styles, such as Early Dutch, Jacobean, Adam, and William and Mary, that are very good and in excellent taste. A Japanese design in a floor lamp appropriate for a hall, or where a strong light is not required, has a base of black lacquered wood ornamented with dull gold here and there, and fitted with a lantern-shaped semi-indirect heavy Japanese silk shade trimmed with tassels. Among the glass semi-indirect devices a bowl trimmed with gold-finished festoons and suspended by silk cords is one of the loveliest things of the kind ever shown.

The Pairpoint Corporation can always be depended upon for turning out something different in a line of lamps, and this year's achievement, which has just been placed on view at the New York salesroom by Manager Sherman, is no exception. Both standards and shades are works of art, the former introducing some excellent shapes designed along novel lines that cannot help but win approval, while the latter are in the finished manner that characterizes all the concern's productions. The bases, mostly in vase and urn styles, are in Flemish bronze, antique brass and silver finishes. Several reproductions of period styles are particularly good. Among the most fascinating of the shades are a cretonne effect, a brilliant color combination in an antique floral cluster design, a delicate marine scene, and an autumn sunset. These are all painted on the inside, and under illumination have a very beautiful effect.

W. C. Woodward has secured the representation in this city of the American Glass Specialty Co., Monaca, Pa., manufacturers of a strong line of popular-priced lighting glassware. The samples on display are in a fine quality of opal glass known as "Vesta," and include several beautiful deep etched designs in plain white, known as marble etched, as well as a number in delicate tints. There are also a variety of hand-painted

floral and other decorative treatments. Another excellent line consists of an assortment of frosted crystal in cut designs. A semi-indirect bowl particularly worthy of note has a decoration of cut stars in the center and a wide chipped lustre border, giving a rich effect. The exhibit includes bowls with shower shades to match, acorns, balls, etc.

The accompanying illustration shows one of the very successful numbers contained in the beautiful display of lamps at the salesroom of Wm. R. Noe & Sons.



The base is of black lacquered wood, with a raised, hand-painted Chinese decoration in antique gold and colors, and the lamp is fitted with a silk shade in a rich

Chinese pattern. It is a charming combination that leaves no room for improvement.

Among the beautiful new creations in silk lamp shades being shown by the Maibrunn Co. is one shaped like the semi-indirect deep glass bowls on the market. It is made of shirred tan silk, with a tassel at the bottom as a finish, and suspended from the ceiling by silk cords to match.

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#### REGNIER & SHOUP CHANGE TITLE.

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HAVING added other kindred lines, the Regnier & Shoup Crockery Co., St. Joseph, Mo., has decided that the word "Crockery" is misleading, and has changed its name to Regnier & Shoup Mercantile Co. There is no change in the business except the corporate name. In spite of the lack of European merchandise, they report an increased trade. The business was founded at Atchison, Kan., in 1868, and moved to St. Joseph in 1883.

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#### BOSTON BUSINESS NOTES.

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BUSINESS has picked up considerably this week, owing to the delightful change in weather conditions. The demand for summer hotel goods is particularly active. These hotels are now rapidly filling with guests.

F. P. Judge, Jr., secretary of the National China Co., and E. E. Wilgus, traveling man for the same company, are at Young's with samples. Others at the hotel are Louis Reizenstein, of Louis Reizenstein & Co., Pittsburgh, and Justin Tharaud, of New York.

F. J. Chase, of Chase & Francis, started Wednesday for a short pleasure trip through Western Massachusetts.

George B. Stuart, general manager of the Mitchell Woodbury Co., and Maurice G. Cochrane, salesman, have just returned from an auto trip through the White Mountains and back home by way of the Connecticut Valley and the Mohawk Trail.

A. B. Smith, president of the L. J. Sherwood Co., Caribou, Me., visited friends here on his way home from New York.

Roy Miller is the new merchandise manager for Tilden & Thurber, Providence, R. I.

Charles S. Dennis, secretary of the Wholesalers' Association, was here for a conference with representatives of Mitchell, Woodbury Co. and Jones, McDuffee &

Stratton Co. It is understood that the conference dealt with prices.

Joe Donovan, buyer for the A. B. Sutherland Co., Lawrence, was a visitor here the past week.

L. W. Bradstreet, of Portland, was in town this week.

Department store men say that thus far they have few complaints from customers regarding the new daylight delivery plan, and that the packers and delivery men are delighted with it.

"Buying for keeps" may eventually result from a conference which took place this week between members of the Retail Trade Board. At this meeting it was decided to tighten up on the privileges of returning merchandise, said here to be one of the very worst difficulties with which the stores have to contend.

Now that the women have "laid down" all the eggs they could secure in water glass, the demand has slackened for jars, and one may find plenty of five-gallon crocks in the stores where two or three weeks ago there were none to be had. Prices also have come down most decidedly.

A. Stiemer, traveling man for the New England sample rooms of the United States Glass Co., is in Connecticut this week.

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#### THREE BIG POINTS.

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ALL automobile owners take pride in their new cars. They want them to look like new all the time. Three things interfere with these desires: accumulated dust by reason of the use of greasy polishes, road oil, and tar. "Victrolene," advertised by Cox & Lafferty, eliminates all three. Try it! If you are not satisfied, get your money back.

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#### PATRIOTIC HARDWARE MEN.

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REPRESENTATIVES of twenty-five hardware, crockery and glass concerns met recently in the offices of Fred Dohrmann, Jr., San Francisco, and pledged themselves to the service of the government. The meeting was called by Colonel A. W. Yates, of the depot quartermaster's department, and was for the purpose of learning the supply of crockery, glass, hardware, cutlery and kitchenware available in San Francisco for the use of the government. Each of the dealers represented have placed their plants at the disposal of the government.





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
Tips to Dealers Looking for Ready  
Sellers.



### UNIQUE FISH BOWL.

One of the most optimistic men in the trade is Horace C. Gray, head of Horace C. Gray Co., who most sensibly looks upon the present slight lull in conditions as merely temporary. He is making preparations for a phenomenal fall business. To use his own words: "It's coming back, and coming back stronger than ever; all signs point that way." Mr. Gray has had his large salesroom considerably freshened up by having the walls redecorated in a rich deep cream color and has also rearranged the sample lines from his various factories in a manner that greatly improves the appearance of the room. When the fall buyer arrives there will be many new things to attract his attention, not the least of which is the "Unique Fish Bowl." It is well named, for there is nothing like it to be found elsewhere in the market. Its ingenuity instantly excites interest, and many orders have already been booked for it. It consists of a deep bowl containing a large glass ball whose open end rests on the bottom of the bowl, enabling the fish to swim into it. The ball magnifies the fish to three or four times their natural size.

### BUST STATUETTES.

Geo. Borgfeldt & Co. are offering two good bust statuettes modeled by Peters. One is of Marshal Joffre and the other of General Kitchener. They are made of a durable composition, are excellent likenesses, and are packed each in a cardboard carton. They are quite high, and furnished either in bronze or ivory. The price is \$4 per dozen, with two-dozen lots the minimum shipment.

### NEW LINE OF STONEWARE.

In view of the present acute shortage in stoneware the announcement by H. Benedikt that he has just secured the representation of a prominent factory manufacturing a complete line of staple items in stoneware will be welcome news to those needing such goods, and especially so as the factory promises prompt shipments.

### BARGAINS IN ORIENTAL GOODS.

In order to make room for their new import line, an unusual opportunity is being offered by the American Import Co. to secure a distinctive collection of sam-

ples, comprising Chinese antiques in bronze, pottery, etc., together with large assortments of modern Japanese goods—vases, bowls, flower centers, and other items. The display is now practically intact; hence early comers may have their pick. The entire lot will be closed out at regular import prices.

### UNUSUAL CUTTINGS.

The special line of glassware recently introduced by E. Torlotting is steadily growing in popularity with that class of trade who are looking for something unique in the way of designs. Mr. Torlotting has achieved in the distinctive collection of patterns shown in the assortment all that the most discriminating could ask for in this respect. There are engravings and light cuttings of the greatest charm, some being so finely executed that they have the effect of rock crystal. Such pieces as sandwich plates, cake plates, marmalade jars, crystal plates and candy jars are included in the display, which is interesting from start to finish, not only on account of its quality, but from the standpoint of good value as well.

### PLEASING DESIGNS IN PORCH SETS.

John Nixon is exhibiting a more than ordinarily choice selection of porch sets from the Fostoria Glass Co. at the concern's new salesroom, 141 Fifth avenue, corner of Twenty-first street. Among the patterns is an elaborate all-over bird-and-floral etching known as the "Oriental Pheasant" design. The covered jugs are very attractive, the unique shape being followed out in the handled glasses.

### A BEAUTIFUL LIGHT CUTTING.

The dealer who is interested in seeing something really exclusive in a light cutting should ask to be shown the "Klyro," one of the latest achievements of the Jewel Cut Glass Co., now displayed at the salesroom of C. H. Taylor. It is one of the daintiest conceptions seen in many moons. The design consists of an all-over trellis effect, with floral clusters here and there, and something new in a star bottom. It is shown on baskets, bowls, vases, a guest set, cracker-and-cheese dish, oyster plate, sugar and cream, and various other articles.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 21, 1917

### BUILD FOR THE FUTURE.

FOR years we have urged the manufacturers of this country to establish an export trade. We know of but one concern that has systematically endeavored to extend its export business. It has sent out travelers, prepared proper literature, and established connections in many foreign ports. Others have done something in a desultory way, principally with exporters in New York. They have taken and filled orders when they could, but have not given enough attention to the varied wants of foreign buyers to warrant a staple business. The plea has always been that foreigners were too exacting, and, anyway, there was always enough business at home.

This latter statement is not exactly true. There have been many periods when the home market was dull and the factories needed business. That condition will come again. It will be a long time coming, perhaps, but it is sure to come. The home demand will be big for months hence, and then there will be a heavy call from South America, Australia, and possibly from Europe. There is no likelihood of our factories lacking orders for years. But that ought not to stand in the way of establishing a foreign business. Five years from now conditions will be very different from what they are to-day. American factories will be looking for orders, and the manufacturers who are planning ahead will get outside trade, while those who pooh-pooh the foreign market will possibly be in the dumps.

It is not desirable to neglect the home market.

Our dealers need more goods at present than they are getting. But it is a good time now to study the wants of our neighbors in the South. Learn the styles they desire; the proper methods of packing (this particularly has been the greatest drawback to the extension of our South-American trade); study the terms they require; inquire as to the possibilities of banking; make a business of knowing how to deal with foreign people. It takes years to establish this kind of trade.

Perhaps those who are now engaged in manufacturing may not live to see the culmination of such a project. But is that a good reason why it should not be attempted? Had their forbears pursued a policy of that kind in the past there would never have been any dull times with the potters or glass makers of this country.

Begin to build for the future of these industries. Establish connections now, so that sons and grandsons may have a business founded upon more than ephemeral needs. A dozen years hence have a far-away, misty look to most Americans; but this country will still be going a thousand years from now, and its people will still be using crockery and glass.

### PERSONAL.

ONE day last week George Morley, of Covington, Ky., while placing orders with the Strobel & Wilken Co. remarked that he had been a patron of the firm for more than fifty years. He was the junior partner of the firm of T. A. Morley & Son, who bought from Emil Strobel's father in Cincinnati, and ever since Strobel & Wilken came to New York, thirty-six years ago, he has continued the friendly relations.



J. Howard Fry, of the H. C. Fry Cut Glass Co., was in town Friday and Saturday of last week.



L. B. Newcity, formerly with E. & J. Bass, has become associated with the Hirsch-Malgood Co. and will take charge of the selling end of the business. He is a man of long and successful experience, and should prove a valuable acquisition to the company. Max Hirsch, of the firm, will hereafter confine himself more strictly to looking after the manufacturing details.



Elias Lindenberg, of the Basket Novelty Co., left last week for a three weeks' stay at Mt. Clemens, Mich., where he will take the baths for rheumatism, from which he has been a great sufferer for the past year.



J. C. Knowles, superintendent of the Knowles, Taylor & Knowles plant, arrived in New York on Mon-



day. He expects to remain for several days, combining business with pleasure, as his trips to New York are few and far between.



H. Benedikt on Monday began a session of jury duty which he expects will keep him occupied for some time. In one panel upon which he was called five men answered to the name Wise or Weiss. The Judge remarked that the litigants were fortunate, as they surely had a "wise" jury.



Walter F. Jones, of the United States Glass Co.'s traveling staff, returned to New York again this week to call on the local manufacturers.



Max Strensch, of Koscherak Bros, is another member of the trade whose time is being taken up by jury duty this week.



George Anthony, buyer for Loeser's, Brooklyn, left last week for a tour of the potteries in East Liverpool and vicinity. He expects to be away for two weeks in the endeavor to get goods.



V. R. Rushbrook, city salesman for the Tajimi Co., left last week for a fortnight's vacation at a nearby seashore resort.



Axel C. Hanes, of C. Dorflinger & Sons' sales staff, left Saturday for a two weeks' vacation at his home in Pompton Plains, N. J. He will devote his time to making short motor trips as well as playing a little tennis, having firmly established himself in that section as a famous champion in the game.



Richard Briggs, of Boston, was in New York this week.



A letter from "Billy" Rhone, salesman for the Vodrey Pottery Co., who left New York last Saturday to enter the service, says he arrived that night at the Marine Barracks, Philadelphia, together with twenty-four others from this city. He says they are very comfortably provided for, and he is enjoying himself immensely.



James McBride, with Robertson's, Ltd., Kingston, Ont., made one of his frequent visits to New York this week.



J. D. Edmiston and Thos. M. Edmiston, who conduct stationery and art stores at Zanesville and Newark, O., respectively, together with E. L. Horney, of Horney & Chapman, who also have a similar business at Chillicothe, O., left for home on Monday night after

a several days' stay here placing orders for glassware. The two former stores have only recently added glassware to their stocks, and consequently were new buyers to the agents here.



H. B. Thistle, Jr., of the Cox & Lafferty traveling staff, is resting at headquarters this week, after corraling a nice lot of orders on a trip through New York State.



J. Meredith Miller, who travels in the interest of Maddock & Miller, returned home on Tuesday from a delightful two weeks' combination business and pleasure trip in his new automobile through the New England States. He was accompanied by his wife, and on the return trip through the Berkshires they had the company of his father and mother, Mr. and Mrs. John J. Miller, who joined them at Pittsfield, Mass.



F. P. Judge, Jr., assistant secretary of the National China Co., arrived in New York on Friday for a few days' stay here, principally to talk matters over relative to local business with the company's representative, H. Benedikt.



Fernand Desmaison, with L. Bernardaud & Co., came in on Monday morning from a trip as far south as Richmond, Va. He says he was astounded at the demand he found for French china.



C. W. Conant, buyer for Porteous, Mitchell & Braun Co., Portland, Me., was buying in New York on Monday and incidentally trying to hurry up goods already on order.



Louis Reizenstein thinks less of making a trip to New York from Pittsburgh than the average New Yorker thinks of going to Brooklyn or Jersey City. He appeared in New York again on Monday for the day only, but stayed two, and then went to Boston.



John Davison, who isn't very much given to vacations, is taking a few days off at Dorset, Vt., this week.



Chas. L. Weddle's countenance is continually wreathed in smiles since the arrival at his home in Brooklyn last week of a future glass salesman. Mr. Weddle, who is assistant to John Nixon, New York representative for the Fostoria Glass Co., says he sure is "some boy."



Many crockery men are enrolled in the various Home Defense Leagues organized in New Jersey towns adjacent to New York: Among them is Justin Tharaud. Last Sunday night he was ordered on duty from

midnight till four a.m. Fully uniformed and armed, he was posted near a humble dwelling with strict injunctions to guard it carefully, but not to go nearer the house than twenty paces. He learned later that the building was occupied by quarantined negroes.



T. G. Ogawa, of Takito, Ogawa & Co., who arrived at the concern's headquarters in Chicago last week from Japan, is expected at the New York office on Friday or Saturday, and will remain here two or three weeks. This is Mr. Ogawa's first trip to this country in three years.

#### WELCOME ARRIVALS.

WITHIN the past week three ships arrived from Europe bringing cargoes of French china. It is hardly necessary to say that the goods will be gladly received by buyers.

#### CUT GLASS MEN TO MEET AT CHAUTAUQUA.

LAST year the cut glass manufacturers held their midsummer meeting at Atlantic City. This year they go to Chautauqua, N. Y. H. C. Fry, who owns the hotel at Point Chautauqua, has invited the members, together with their wives, to be his guests from July 2 to July 5. A very generous offer. A programme full of good numbers has been outlined which will occupy every hour of the time. Parties going by automobile will have their cars stored free, as Mr. Fry owns the garage. Friends of the members who desire accommodations can arrange for rooms at regular rates by writing in advance.

#### ANOTHER "SCRAP OF PAPER."

AT last Anton Lang, of Oberammergau, who is well known to many Americans as the Christ of the Passion Play, has been called to serve in the Bavarian Army. According to a despatch from Berlin, he appeared on June 16 in field-gray uniform before the garrison authorities of Augsburg.

Lang, who is a potter by trade, was reported killed in battle in 1915, and the papers of the whole world devoted columns of obituaries of him; but at that time he was safe and sound at his home in Oberammergau.

Duke Maximilian in the second quarter of the seventeenth century, when the Passion Play of Oberammergau was inaugurated because the village had been spared from a plague which had desolated the surrounding communities, entered into a covenant with the village that it should henceforth be spared the suf-

ferings of war. This has been interpreted by successive kings in Bavaria to mean that no one who took part in the play should be called as a soldier. That covenant has evidently now gone the way of the others.

#### IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- D Gradwohl, t, Raphael Weill & Co, San Francisco. 15 East 26th.
- Miss J I Mann, g, Marshall Field & Co, Chicago. 1107 B'way.
- F L Sturtevant, hf, c, Forbes & Wallace, Springfield, Mass. 230 Fifth.
- C W Conant, hf, Porteous, Mitchell & Braun Co, Portland, Me. 432 Fourth ave.
- F E Deubert, hf, Montgomery, Ward & Co, Chicago. 43 West 23d.
- L Miller, hf, Emporium D G Co, Detroit. 116 West 32d.
- A A Breton, hf, t, Shartenberg & Robinson, New Haven. 404 Fourth ave.
- F Walsh, c, Strawbridge & Clothier, Philadelphia. Broadway Central.
- A J Conroy, hf, A J Conroy Co, Cincinnati. Murray Hill.

#### HELPING MANUFACTURERS TO LOCATE.

NEW YORK, June 11.

Editor CROCKERY AND GLASS JOURNAL.

We are writing to you because we think your attention must be called frequently to manufacturers who could be greatly benefited if they knew of the services which we offer. These services, which are described below, are given entirely without charge, as the purpose of The Merchants' Association is service to New York rather than financial gain.

An astonishingly large number of manufacturers are at all times locating in the vicinity of New York. Their problem of finding the best location is an intricate and puzzling one. This is not strange in view of the fact that the industrial district of Metropolitan New York contains twenty important cities and many smaller communities in addition to the five great boroughs of Greater New York. For several years we have performed a valuable service to such manufacturers in aiding them to select the particular location best suited to their requirements and furnishing them with information concerning the many industrial factors with which they may be concerned.

Our attention has frequently been called to the fact that most manufacturers learn of this phase of our work only after they have become established and cannot avail themselves of it. For this reason we are attempting to get in touch with such manufacturers early enough to be of aid to them in locating their plants. This is a difficult thing to do, inasmuch as we are not seeking to induce manufacturers to locate in New York, but merely offering our services to those who are coming here.

Very truly yours,

THE MERCHANTS' ASSOCIATION OF NEW YORK.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

This district having rendered its full service in taking more than its allotted amount of Liberty Bonds, has now started a campaign to raise \$30,000 for the Red Cross. The "drive" has resulted in close to \$25,000 being subscribed within two days. Among the potteries contributing were Homer Laughlin China Co., \$2,500; Knowles, Taylor & Knowles Co., \$1,500; Standard Pottery Co., \$600; Hall China Co., \$300; Potters' Supply Co., \$300; West End Pottery Co., \$500; Harker Pottery Co., \$600; Edwin M. Knowles China Co., \$1,000; Smith-Phillips China Co., \$300; T. A. McNicol Pottery Co., \$100; D. E. McNicol Pottery Co., \$600; Vodrey Pottery Co., \$300; Thompson Pottery Co., \$750; Colonial Pottery Co., \$200; Cartwright Bros. Pottery Co., \$100; W. Edward Wells, of the Homer Laughlin China Co., \$500; H. N. Harker, of the Harker Pottery Co., \$500; R. W. Harker, of the same office, \$100; W. W. Harker, \$500. The amount wanted from this city will undoubtedly be oversubscribed, and the fund may reach \$40,000. The Chester, Newell and Wellsville pottery districts are working independent of the local Red Cross organization.

\* \*

Enlistments in the various branches of the Federal service continue here. Already small groups of two, three or four men have left the potteries to enter the service, and more are enlisted and are awaiting their call.

\* \*

It is said that some of the East Side New Yorkers who have been coming here for years and gathering up "thirds" and "lump" have concluded that there is no money in the business any more, and will stop making journeys to the district. The selling list of this class of ware has advanced, in keeping with the better grades, and there is a waiting market at current prices for all that is being produced.

\* \*

It will be no surprise to learn soon of the package list being advanced. Cask and crate makers here this week were advised that lumber they have been buying for \$18 per thousand feet has advanced to \$22 per thou-

sand. The package manufacturers who are not covered by long-term contracts are placed at a decided disadvantage, for the material is admittedly hard to procure from the mills. Advances to the trade will not be announced until they are absolutely necessary.

\* \*

A. Schlessinger, of Cleveland, O., representative for the Cartwright Bros. Pottery Co., has been paying a visit to headquarters here.

\* \*

A local manufacturer who closely watches the labor situation said this week that in his opinion there were two jobs for every person who wanted to work in the potteries. Not a day passes but what manufacturers advertise for both skilled and unskilled labor. Kilnmen and clay shop operatives are particularly wanted, and there are many vacant positions in the decorating departments.

\* \*

The Clay Casting Co., New Cumberland, W. Va., this week increased its capacity by installing a new clay press.

\* \*

An advance of from \$5 to \$7 per ton in some grades of clays was announced last Saturday.

\* \*

The local police department is holding up every young man on the streets here and asking why he is not at work, and also to show his Federal registration card. The poolrooms do not contain nearly as many loafers as formerly. They have either been driven to work or out of town.

\* \*

"Although we have advised our customers that all unfilled orders that may be on file July 1 will be subject to our new selling prices," said one of the larger manufacturers this week, "we have had scarcely any cancellations. This indicates that the buyers want the goods, will pay the price, and take them whenever we can make shipment."

\* \*

With 1,046 subscribers, this city topped all other parts of this district in the demand for Liberty Bonds.

Columbiana county was asked for \$900,000, and subscribed \$1,066,650. This city took \$439,100; Salem, \$252,850; Wellsville \$108,300; Salineville, \$50,000; East Palestine, \$37,450.

\* \*

Among buyers visiting the district were Paul Beck, of the Baltimore (Md.) Bargain House; William M. Garic, of Porto Rico; Ferdinand Schmidt, for Brinsmaid & Co., Des Moines, Iowa.

\* \*

Six bottles of decorators' gold, valued at \$10 per bottle, were stolen from the offices of the Standard Pottery Co., Plant No. 2, Monday night.

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### EXQUISITE LIGHTING GLASSWARE.

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OF all the catalogues that come to us, that of the Macbeth-Evans Glass Co. showing the new "Decora" semi-indirect lighting shapes is far and away the most beautiful. The illustrations are in delicate colors and give absolutely accurate representations of the many chaste designs. Every dealer will be glad to get a copy, and, aside from its commercial value, will treasure it for its artistry alone.

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### ENGLISH GLASS INDUSTRY AND THE WAR.

---

AN idea of the effect of the war upon the glass industry of England may be gleaned from the following editorial under the caption, "Carrying On," which appeared in a recent issue of the London "Pottery Gazette":

"In the happy time of peace that must sooner or later supervene after the present tremendous struggle, business men may well look back on these strenuous times and wonder how it was they were able to carry on at all. By refinement of irony the free circulation of money and the cutting off of alien supplies have induced an energetic demand at a time when manufacturers, middlemen and dealers have all been most seriously handicapped in their facilities for dealing with it. Carriage of materials or finished goods by road, rail or water has become a mere gamble under conditions never very favorable and frequently most hazardous. Staffs have been depleted until often the entire responsibility rests upon veterans and striplings, girls and women, the unskilled and infirm. The aged and the medically unfit have had to bear a burden almost as harassing as that of active service, often approaching, and sometimes, unfortunately, exceeding, the breaking strain. Expenses have mounted up by leaps and bounds; labor for once has been in the ascendant, and has exercised the opportunity to 'put the screw on' in

an extreme, though not always unjustifiable, degree. Moreover, there has been the additional pressure to endure of unparalleled taxation and the strain of private anxiety and grief for friends and relatives who are facing death or have fallen victims to the fury of our unscrupulous foes. Yet, in spite of everything, with true British doggedness, each and all have carried on, and marvels of endurance and achievement have been accomplished; methods and materials have been improved, enemy goods supplanted, the places of those who are fighting our battles have been kept open, the taxation necessary to finance the war has been provided for, while, in the midst of all, spare time has been found by our much-pressed business men to perform varied and valuable service. Then we can look back upon the past year with pride, and forward to the future without fear. Inspired by a sense of the justice of our cause and the greatness of the traditions we uphold, we stand firm in the determination to carry on with mutual help and steady patience to the desired and triumphant end."

---

### THE LAMP IN THE BAY.

---

WHETHER the gifted Bartholdi, in prophetic vein, anticipated the day when electricity would realize his conception of a flaming torch in Miss Liberty's hand is a question. Most sculptors agree the flaming torch was in his mind. Whatever his expectations, the light that dimly burned all these years was merely a lantern, so indistinguishable against the ever-brightening constellation of Manhattan's sky line that navigators coming up the bay ceased to rely upon it is a range light, poking their ship's noses up the channel by the Woolworth tower light instead. The first decision made was to intensify the torch light.

That no detail in the artistic conceptions of Bartholdi might be disturbed in transforming this dull lantern into a flaming torch effect, Gutzon Borglum, who breathes Bartholdi's genius, was engaged to supervise the artistic remodeling. With Mr. Magdsick, the illuminating engineer who designed the lighting of the Woolworth tower, he conferred with Edgar H. Bostock, the glazing expert of Leo Popper & Sons, who conceived and executed the fascinating dome effects of the Horticulture Palace and other buildings at the San Francisco World's Fair, with the result that the somewhat rude steel work, which in a way had been made to distort the classic contour of the torch, although it had supported the range light, was ordered removed. In its place sheet bronze was used to redesign the torch, so that a bronze flame of the shape and size originally intended by Bartholdi might be had.

When the restored torch flame was completed all the bronze plates were cut out, leaving as a skeleton riveted lines about an inch in width. These plates



were then used to construct molds upon which pieces of glass were bent. These pieces of glass, when fitted into place, substituted for the bronze torch a glass torch held together by the same riveted lines.

In selecting the glass Mr. Borglum picked out three tones of yellow cathedral glass. A dull surface was preferred, to avoid the blinding glare of a rich reflective surface. The lightest tint was used to simulate

*Continued on page 22.*

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### HELP WANTED.

SALESMAN WANTED, on commission, in New York State and Pennsylvania, representing factory manufacturing illuminating glassware. Address A 133, this office.

### SITUATIONS WANTED.

IF you want an efficient cut glass salesman, I'm your man. Have specialized in selling this class of goods for several years and know the trade thoroughly. Prefer to travel through the West and South, where I have a strong following. Address A 131, this office.

*Merchants who visit St. Louis are invited to call. . . .*

**SIDNEY N. SCHARFF, Manufacturers' Agent,**  
802-5 Victoria Bldg., St. Louis, Mo.

Representative lines of Glassware, Lamps, Pottery, Artistic Metal and Wood Novelties. Full Factory Lines on Display.

ESTABLISHED 1864.

# Cartwright Bros. Co.,

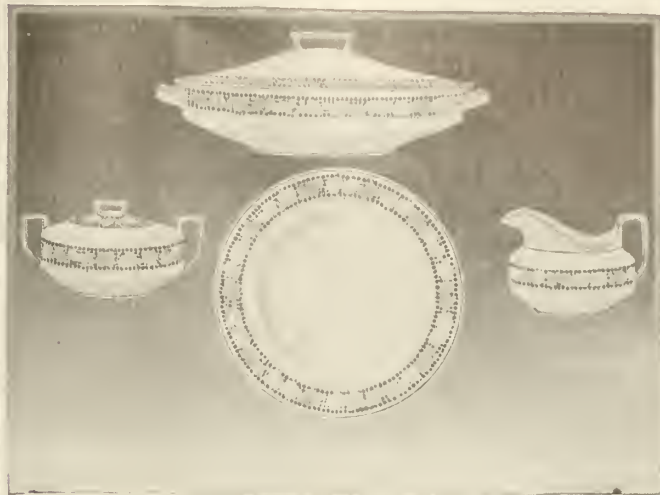
POTTERS.

East Liverpool, Ohio.

[Three Blocks West of P. R. R. Depot.]

WHEN coming to East Liverpool don't fail to call and see what we have to offer you for 1917. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

## JONES, McDUFFEE & STRATTON CO.



### RIDGWAY'S TAPESTRY PATTERN.

Among the new Stock Patterns we are adding to our assortment this season is *The Tapestry Pattern*, which is a border band decoration of roses and forget-me-nots on a black ground in the tapestry fabric effects, with gold edges and traced gold handles. Assorted crates of this pattern now in warehouse, and open stock in our bins.

Also crates and open stock of  
Ridgway's Blue Willow Pattern.

Johnson Bros.' Orkney Pattern.

Alfred Meakin's Senate Pattern.

W. H. Grindley & Co.'s Marengo Pattern,  
White and Gold Band.

### NIPPON CHINA DINNERWARE.

Assorted packages and open stock now  
in warehouse:

The Pagoda Pattern.

The Sicily Pattern.

The Rouen Pattern.

The Flamengo Pattern.

The above patterns of Japanese China Dinnerware we can supply on receipt of order.

Haviland French China.

We carry more than two hundred open stock patterns of dinnerware in our 9,000 bins.

Stock patterns which cannot be readily matched cause more annoyance than profit.

## JONES, McDUFFEE & STRATTON CO.,

33 Franklin St., Boston.

the tip of the flame, with slightly darker pieces inserted here and there variously down to the base of the flame, where the darkest of the tints still define the lines of the bronze of the torch against the glass of the flame.

To mold 600 pieces of glass, each piece being bent to an individual template, was a task calling for minute exactness, for each template had to be made so perfect that the complete glass substitution would be watertight. The 600 pieces of glass average about one foot square, making a complete glass area in the torch of some 600 square feet.

The fastening of these glass plates to the slender ribs of the torch flame was a perilous and tedious task. Clinging to the skeleton lines, these glaziers drilled

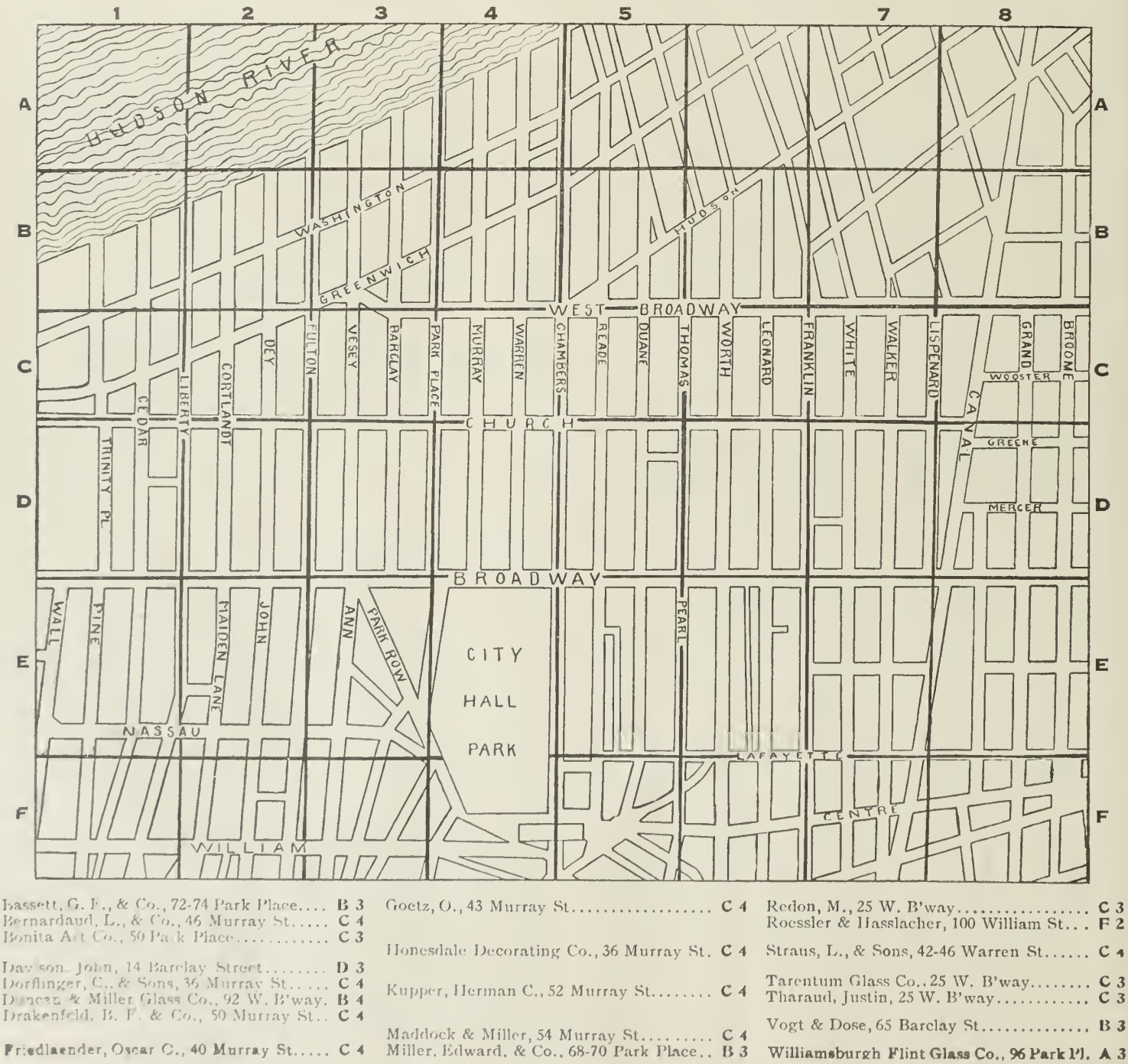
thousands of holes, oftentimes lying flat on their backs with no scaffolding nor underpinning to protect them.

The glass is so fixed to the ribs that any section may be replaced at any time from the inside. Spring clips and non-hardening putty, separating the glass on the brass bolts which hold the plates to the ribs, provide a resiliency which practically insures the glass torch flame against breakage. Neither will snow and ice nor rain and heat impair this glazing masterpiece.

This substitution of 600 square feet of bronze with a similar area of three-tinted glass and the novel method of its installation establish an innovation in modern glazing.

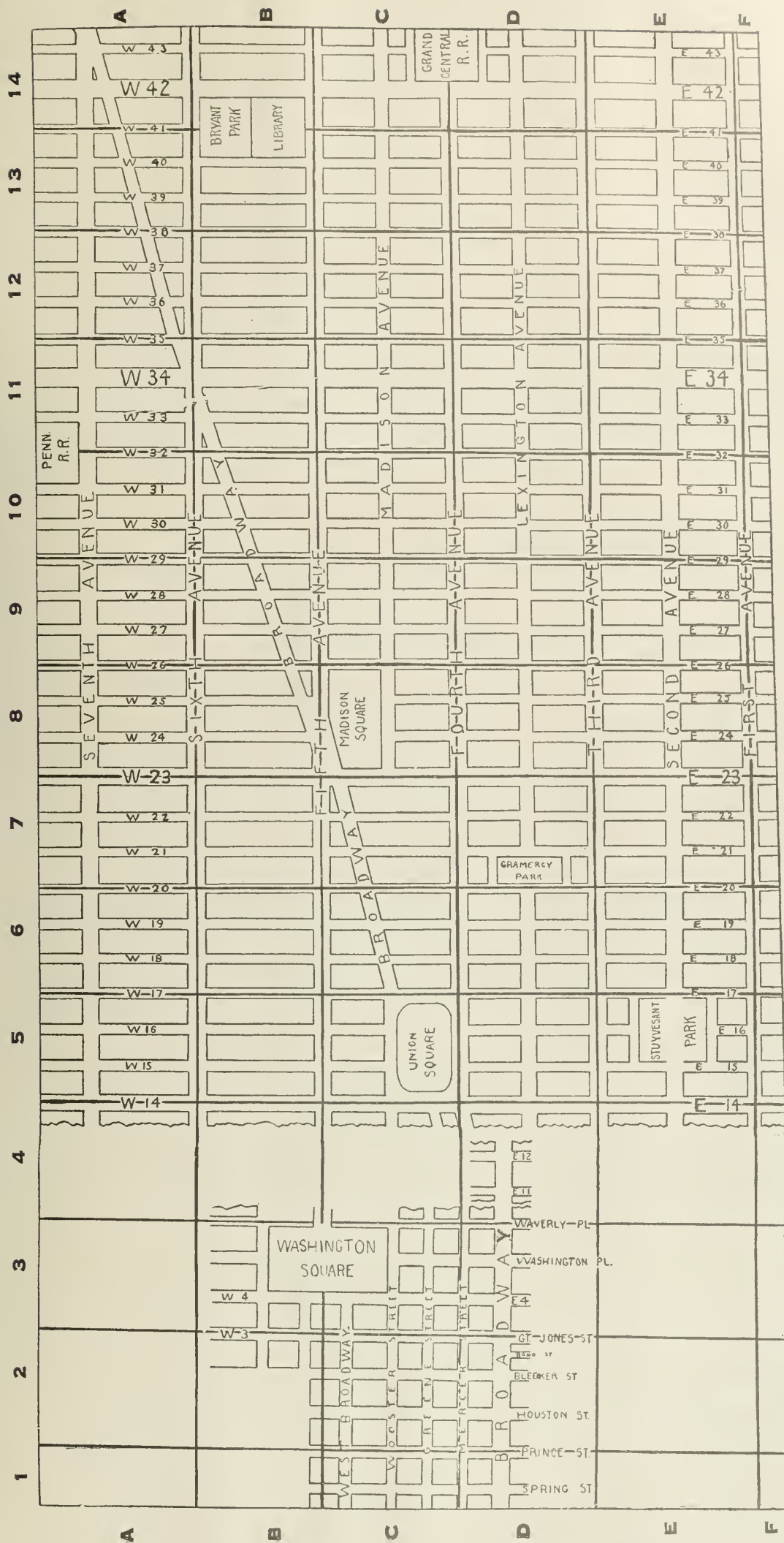
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Locations of Firms in the Downtown District.





# Locations of Firms in the Uptown District.



American Import Co., 220 Fourth ave. .... C-6  
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 Bloch, L. D., & Co., 153 Fifth ave. .... C-7  
 Boote, E., 35 W. 23d. .... B-8  
 Bradley & Hubbard Mfg. Co., 200 Fifth ave. B-8  
 Bryce Brothers Co., 240 Fifth ave. .... B-9  
 Brush-McCoy Pottery Co., 1140-1146 B'way B-9  
 Berren, J. D., & Co., 239 Fifth ave. .... C-9  
 Benedikt, H., 7 W. 22d. .... B-7  
 Cox & Lafferty, 1140-1146 Broadway. .... B-9  
 Cambridge Glass Co., 49 W. Twenty-third. B-8  
 Co-operative Flint Glass Co., 156 Fifth ave. B-7  
 De la Croix, C. I., 19 Madison ave. .... C-8  
 Dollmann Commercial Co., 85 Fifth ave. .... C-5

East Liverpool Potteries Co., 139 Fifth ave.	C-7
Fry, H. C., Glass Co., 200 Fifth ave.	B-8
Fonderville, A. J., & Co., 85 Fifth ave.	C-5
Fostoria Glass Co., 141 Fifth ave.	C-7
Gillinder & Sons, 19 Madison ave.	C-8
Gray, Horace C., 200 Fifth ave.	B-8
Grédéue, A., 129-131 Fifth ave.	C-6
Guernin, Wm., 43-47 W 23d.	B-7
Guernseyware, 16 W 23d.	B-7
Haviland & Co., 11 E 36th.	C-12
Haviland, Theodore, & Co., 200 Fifth ave.	B-8
Haviland & Abbot Co., 95 Madison ave.	C-9
Heisey, A. H., & Co., 200 Fifth ave.	B-8

Imperial Art Glass and Lamp Works, 205 W 19th.....	A-6
Koscherak Bros., 129-131 Fifth Ave.....	C 6
Lancaster Glass Co., 200 Fifth ave.....	B-8
Manhattan Brass Co., 332 E 28th.....	E-9
Mogi, Momoni & Co., 105 E 16th.....	D-5
Morimura Bros., 53-57 W 23d.....	B-8
Maiburnn Co., 40-42 East 19th.....	C-6
McKenna Bros. Sales Corp., 1271 BroadwayB-10	
Noe, Wm. R., & Sons, 53-55 W 21st.....	B 7
Pairpoint Corporation, 43-47 W 23d.....	B-8
Phoenix Glass Co., 230 Fifth ave.....	B-9
Plume & Atwood Mfg. Co., 30 E 42d.....	C-14

Pitcairn, W. S., 104 Fifth ave. ....	B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. ....	B-8
Roseville Pottery, 621 Fifth ave. ....	C-7
Republic Specialty Co., 9 E 22d .....	C-9
Straub, Paul A., & Co., 105-107 Fifth ave. ....	B-8
Strobel & Wilken, Co., 61 W 23d. ....	D-2
Tajimi Co., 597 Broadway .....	B-8
Torlorting, E., 35 W 23d. ....	C-6
Takito, Ogawa & Co., 101 Fifth Ave. ....	B-8
United States Glass Co., 24th St. & B'way. .....	B-5
Venon, J. H., Inc., 104 Fifth ave. ....	C-6
Wedgwood, K. L., 133 Fifth ave. ....	C-6

Yet the most interesting, perhaps, of the many illuminating novelties incorporated into the new statue is the lighthouse lens in the torch. This lens alone cost \$450. It is known as a fifth order lighthouse lens, 9½ inches in diameter and 15 inches deep. It is only within the last few years that these lenses have been made in this country, due to the vast experimental work of the Macbeth-Evans Co. The lens is supported at a height so that the light spills out in parallel lines with the height of the glass of the torch.

Finally, to put "life" or a quiver into the simulated flame of the burning torch, about fifteen 500 candlepower gas-filled electric lamps are placed upon a series of flashers, carrying out the idea of the unsteady but constant flicker and blaze of a flaming torch.

Thus Mr. Magdsick has succeeded in getting a

variable light similar to that of a flame, while maintaining a steady light by means of the lens. The two forms of light simulate exactly the flicker and the constant glow of the burning torch.

Coming up the bay at night, one may readily imagine the torch as actually afire, for it is hard to believe that scientific lighting has been able to achieve such a startling simulation of flame under such difficulties.

ECONOMY IN STAMPS.

AS a measure of economy, the Post Office Department advises business men to use stamps of large denominations wherever possible—a ten-cent stamp instead of five two-cent stamps, for example.

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— AND —

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# CROCKERY *and* GLASS JOURNAL

NEW YORK, JUNE 28, 1917.

## THE CONDITION OF BUSINESS.



**New York** Trade is pursuing its usual midsummer course. It is always dull the last week in June and the first week in July. While it may to some seem duller than ordinarily, our reports show that conditions are very nearly normal.

The call for goods from stock is an every-hour occurrence, and could the orders be filled there would be a fairly brisk trade. But there are scarcely any staples to be had. There is a fair supply of ornamental wares, but the call for these is light. Dinnerware stocks are so broken that it is scarcely possible to get a complete service.

The arrivals of English pottery have been fairly good—in fact, the wares have been coming with more or less regularity for the past month, and both shippers and importers feel that the supply will be more regular from now on. Of course the output of the factories is nothing like normal, but there has been an improvement recently.

French goods are more uncertain in their arrival. They seem to come in bunches. Some good invoices were entered at the Custom House last week and the week before, but so far this week nothing has arrived.

Japanese importers are still finding difficulty in getting goods, both across the water and the continent. A traveler recently from Japan said there were at least 7,000 tons of freight awaiting shipment on the other side.

How completely German goods are out of the mar-

ket may be learned from a recent Government report, which shows that the total amount of all kinds of merchandise entered at the Custom House for four months was \$10! In ordinary times it would be \$10,000,000. How the ten dollars' worth came through is not stated.

The domestic pottery situation remains unchanged. There is a steady demand for regular goods, and an extraordinary call for white ware and "thirds." Of course it is almost impossible to fill any requisitions for the latter.

The demand for summer goods at the glass factories is active. The last advance in prices occasioned a little unfavorable comment; but the objectors now realize that the increase was absolutely necessary and are quietly accepting the situation.

The call for cut glass has quietened down to summer proportions now that the June-wedding phase of the business has passed. Some factories are closing down for alterations and stocktaking. The convention at Chautauqua is being looked forward to with interest, and it is believed that a number of desirable results will accrue from it.

There has been a slight improvement in the lamp trade, the call from the West having improved materially. In the East silk shades and wooden standards have been having a fair demand. Manufacturers of metal goods are looking for a brisk call right after the Fourth of July.

Retail trade all over the country is better than could

be expected with the short supplies. In New York city there has been a material improvement since our review of a week ago. Almost all kinds of goods were called for, with cut glass in the lead, owing, undoubtedly, to its popularity for gifts during the bridal season. Interior cities report a demand in excess of the ordinary summer season, and all concede that if an adequate supply of merchandise could be had there would be a tremendous business.

The Fourth of July, coming on Wednesday of next week, will, as usual, put a crimp into business that will be felt from Monday to Saturday. After that there will be a general tightening of belts for the fall campaign.

While new business is being received in normal volume for this season of the year, pottery manufacturers are not securing full production. The shortage in help and other factors entering into the situation have placed the district on about a three-quarters capacity basis. Many letters being received by sales managers report the urgent need of goods. Plates and teas in particular are in greater demand than the supply.

Although prices of most all lines of glassware have been recently advanced, orders continue to arrive in undiminished volume. Goods are evidently wanted, no matter what they cost. Light cut blown ware is in particularly active demand.

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#### CLAFLIN SALE NOW NEGOTIATED.

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**F**OLLOWING the statement in our last issue of a sale of the Claflin wholesale business, official announcement was made that the entire capital stock of the H. B. Claflin Corporation having a par value of \$6,000,000, has been purchased from the Mercantile Stores Corporation for \$6,300,000 by a group of New York dry goods merchants headed by Bertram H. Borden, of M. C. D. Borden & Sons, J. Harper Poor, of Amory, Browne & Co., and John P. Stevens, of J. P. Stevens & Co.

H. P. Bonties will remain as president, and the executive and department heads will continue in their present positions.

Alexander New, president of the Mercantile Stores Corporation, made the following statement:

"The directors of the Mercantile Stores Corporation, with the approval of the trustees under the Claflin reorganization plan, have authorized the sale of the entire capital stock of the H. B. Claflin Corporation, having a par value of \$6,000,000, to a group of New York wholesale merchants. The stock was sold for \$6,300,000, of

which \$2,000,000 was paid in cash, and the unpaid portion is payable during the fall of 1917.

"Since the reorganization plan became effective the Mercantile Stores Corporation has owned the stock of the H. B. Claflin Corporation, but the operation of its business has been in charge of a separate Board, and has been conducted independent of any connection with the retail properties. This sale, therefore, is the final step, which entirely divorces the wholesale establishment from any ownership in common with the retail properties. It is gratifying to know that the sale has been made to men of standing and experience, some of whom have participated in the management of this wholesale business during the entire period since the reorganization. It doubtless will insure the continuance of the important mercantile establishment by parties able to successfully conduct its business.

"This sale is another event in the history of the Claflin reorganization which emphasizes the foresight of the reorganization committees and their several counsel, inaugurating a constructive policy to be diligently worked out, instead of pursuing a plan of swift liquidation.

"The sale of the wholesale house will have no bearing on the retail properties. The business of the latter is being actively pursued, and nearly all the stores are making substantial progress."

The concluding paragraph of President New's statement undoubtedly refers to recent reports that the various retail stores connected with the Claflin reorganization also are to be sold and are to be operated separately. His official announcement, of course, is a complete answer to these reports.

The complete settlement for the property will be effected in short order. The syndicate will make another payment on or before October 1 next, while the final payment of \$2,300,000 falls due not later than November 1, all with interest from June 15. Mr. New's announcement to the creditors, who are holders of notes for large sums under the terms of the Claflin reorganization, said in part:

"For almost the entire period since the organization of the H. B. Claflin Corporation its business has been profitable. However, the board of trustees and the board of directors of the Mercantile Stores Corporation have deemed it their duty to dispose of this holding as promptly as practicable, so as to make available without unnecessary delay the proceeds of such sale for the creditors under the Claflin reorganization plan.

"The Mercantile Stores Corporation is now able to pay and its board of directors has authorized the distribution of a payment of 5 per cent on the principal amount of all its outstanding notes. This payment has been authorized to be made on or after July 6, 1917. We, therefore, request that you send the notes held by you to the Bankers Trust Co., 16 Wall street, New York city, who are the agents of this corporation to make this distribution, and who will forward you check



for the proportionate amount due and will return the notes to you with payment indorsed thereon. Your attention is called to the fact that, under the terms of the indenture of December 1, 1914, such payments will be made only to the registered holders of the notes.

“Referring to the foregoing statements respecting the pledge under the indenture of December 1, 1914, of one-sixth of the capital stock of the H. B. Claflin Corporation to the trustees, as collateral to Series 1 of the notes of Mercantile Stores Corporation, we desire, at the request of the trustees, to state that one-sixth of the moneys so far received from the disposition of the capital stock of the H. B. Claflin Corporation, namely, \$333,333.34, has been paid to the trustees and is in their charge for the benefit of the holders of Series 1 notes; and on behalf of the trustees we beg to further inform you that they are able to pay 4.9 per cent on the face of the notes constituting Series 1, and that the Bankers Trust Co., likewise as agents for the trustees for this purpose, will, on and after July 6, 1917, also pay the proportionate amount due on the face of the notes of Series 1. Therefore, the sum you will be entitled to receive from the Bankers Trust Co., as agents, as herein set forth, will be 9.9 per cent on the face of the note or notes of Series 1 held by you. Prompt notices will be sent as further distributions are authorized from the receipt of additional funds.”

THE GOLFERS.

THE beautiful Richmond County Country Club, Dongan Hills, S. I., was the scene of the second of the season's tournaments of the Salesmen's Golf Association last Thursday. The weather could not have been better, the links were in the pink of condition, and nothing was left undone by the host of the day, Wm. W. Magee, that would contribute in the slightest to the comfort or pleasure of those who attended.

New traps added to some of the holes since the Association played there last year were responsible for shaking the confidence of several of the players who thought they were perfectly familiar with the course, and incidentally ran scores up. But the usual excuses were ready for every bad shot.

However, they did not bother "Billy" Pitcairn, nor his son, Gilbert, whom he has coached to be also a prize-winner. There was simply nothing left when the Pitcairns got through, having captured both first and second prizes, the former taking the cup offered for the low score with 178 for thirty-six holes, while the latter came in a close second with 182. The next best scores were made by J. Duncan Dithridge with 185, and H. D. McFaddin, who was only one behind with 186. From the number of scores that were left out in the afternoon it is evident that things were not running at all smoothly with some of the players. But

it would require an expert at cross examining to get at the base of the troubles.

There were four galleryities—John Nixon, Charles T. Woolley, Howard R. Handy and F. Calvin Demarest—on hand to applaud the many exhibitions of skill, such as a notably long putt by Kennard L. Wedgwood, and some dandy shots by Horace C. Gray and J. J. Hines.

MORNING ROUND.

	out	in	gross	hdep	net
Lobsitz, G....	62	64	126	35	91
Owens, H. T....	63	52	115	12	103
Peck, E. H....	53	47	100	0	100
Dithridge, J. D...	53	42	95	7	88
McFaddin, H. D..	50	47	93	7	90
Owen, L. S....	56			7	
Lathrop, W. A....	71	65	136	17	119
Dodson, C. A....	76	58	134	15	119
Hamilton, G....	77	59	136	15	121
Smallwood, T....	63	56	119	12	107
Pitcairn, W. S....	54	46	100	7	93
Boote, E. J....	56	53	109	7	102
Hinman, L. S....	61	52	113	12	101
Williams, T. J....	53	48	101	0	101
Magee, W. W....	67	58	125	15	110
Gray, H. C....	72	60	132	25	107
Pitcairn, G....	46	45	91	7	84
Hines, J. J....	72	67	139	35	104
Wedgwood, K. L..	53	50	103	10	93

AFTERNOON ROUND.

	out	in	gross	hdep	net	Total
Lobsitz, G....	76	65	141	35	106	197
Owens, H. T....	65	53	118	12	106	209
Peck, E. H....						
Dithridge, J. D...	53	51	104	7	97	185
McFaddin, H. D..	52	51	103	7	96	186
Owen, L. S....	54					
Lathrop, W. A....						
Dodson, C. A....	69	59	128	15	113	232
Hamilton, G....	55	63	118	15	103	224
Smallwood, T....	59	57	116	12	104	211
Pitcairn W. S....	49	43	92	7	85	178
Boote, E. J....	52	56	108	7	101	203
Hinman, L. S....	52	51	103	12	91	192
Williams, T. J....	49	52	101	0	101	202
Magee, W. W....						
Gray, H. C....	65	66	131	25	106	213
Pitcairn, G....	56	49	105	7	98	182
Hines, J. J....	86	65	151	35	116	220
Wedgwood, K. L..	53	53	106	10	96	189

JAPAN'S TOY TRADE.

JAPAN'S trade in toys in 1916 was over four times as great as in 1912. Its total value in the former year was \$915,000; in the latter it was \$3,800,000. Exports of Japanese toys to the United States rose in value from \$314,000 in 1912 to \$1,090,000 in 1916.

American buyers now in Japan state that in their opinion the great prosperity of the Japanese toy industry will not outlast the war, as the Japanese article, they say, is inferior to the European. But it is acknowledged that the Japanese will probably keep a good part of the increased toy trade, especially in the lower grades of toys, which cheapness of labor and other con-

ditions allow them to produce at low cost. A skilled Japansse toymaker receives a daily wage of only 37 cents, and overhead charges are limited because many of the toys are made by the workers at their homes.

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## IN TOWN.

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Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- G Louis, t, Woodward & Lothrop, Washington. 334 Fourth ave.  
 C H Hoffman, c, t, W M Whitney & Co, Albany. 41 Union sq.  
 P L Beck, t, g, Baltimore (Md) Bargain House. 354 Fourth ave.  
 J Weber, hf, Weber's Dept Store, Chicago. Hermitage.  
 E H Fox, hf, Chicago. Cumberland.  
 G Dreyfuss, g, A J Bennheim Co, Buenos Aires, S A. McAlpin.  
 W J Barnes, hf, Burden, Smith & Co, Macon, Ga. Arlington.  
 J MacFarquhar, t, S Kann, Sons & Co, Washington. 432 Fourth ave.  
 G G Thibedeau, c, t, New Bedford (Mass) D G Co. 404 Fourth ave.  
 R E Evans, hf, J N Adam & Co, Buffalo. 2 West 37th.  
 C J Staerker, t, Higbee Co, Cleveland. 230 Fifth ave.  
 E N Smith, hf, W L Milner & Co, Toledo. 116 West 32d.  
 S M Skall, hf, Haale, Schwartz & Skall Co, Cleveland. 40 Leonard.  
 F T Budge, hf, F T Budge Co, Miami. Monticello.

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## STILL EXPANDING.

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THE Roseville Pottery Co.'s addition to its plant at Zanesville, O., is now being equipped with machinery, and in the near future the manufacture of its famous brown and white cooking ware will be transferred there from the Putnam plant, which will then be closed down. The change will in no way affect the production of the extensive line of art pottery and novelties, unless it be to increase their output. The company's store at Fifth avenue and Fiftieth street, New York city, is said to contain some of the most exquisite pieces of pottery the world has ever known.

In its extensive building programme the company has not overlooked the welfare of its employees. Ample light and air is being allowed for, and plans for shower baths, locker rooms, rest rooms, etc., are under contemplation. This is characteristic of the Roseville company. It has given steady employment day in and day out, and the workers, sure of their pay checks every Saturday, have built cosy homes and surrounded their families with the comforts of life,

This company began operations in Roseville in 1892, where they operated two plants. In 1898 they built a pottery in Zanesville, and a little later another one, still continuing the plants at Roseville. Zanesville being so much better as a shipping point, the company increased their output there, gradually decreasing their activities in Roseville.

G. F. Young is general manager of the company; his son, R. T. Young, is factory superintendent; H. W. Rhead is head of the art department, and George H. Krause is the technical man of the institution.

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## AT CHICAGO.

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LOCAL crockery and glass firms report a steady improvement in business during the past ten days. More buyers have been in the city, and the inquiry for fall goods is much sharper than it has been. Retail trade has been much improved by the better weather, and the sale of summer goods has been heavy at all of the stores. Serving trays, lemon squeezers, lemonade and water sets, and similar goods, are meeting with a big demand.

\* \*

John Jacklin, manager of the crockery and glass departments of Herz, Emery & Stone, Des Moines, Ia., will be in the city on a buying trip next week.

\* \*

Tracy Bergen, sales manager of the Paul Richter Co., left on his vacation last week. Paul Richter, of the firm, has returned from an automobile trip through Wisconsin and Iowa.

\* \*

The midsummer furniture exposition, to open here July 1, will bring a number of buyers of crockery, glassware and lamps to the city.

\* \*

J. O. Challoner, manager of Factory K of the United States Glass Co., spent a few days in the city last week.

\* \*

Charles Price, of the Fostoria Glass Co., whose enlistment in the Hospital Corps was recently announced, has been assigned to Unit No. 9 and is now receiving instruction at Fort Sheridan.

\* \*

Lighting glassware salesmen report better buying, following renewed activity in construction work. For a time building was at a low ebb here, due to the general uncertainty, but conditions are rapidly improving, and the building permits issued last week were almost equal in number to those issued during the same period last year.

\* \*

The Dearborn Cut Glass Co., which did a retail business in the Transportation Building, has closed out its stock and discontinued,



## AROUND THE GLASS FACTORIES

### Pittsburgh and Vicinity

To obviate the disadvantages accruing this year from the annual shut-down, some of the glass manufacturers have suggested to their employees a plan whereby the factories may be kept going, as follows:

This factory has requested the Factory Committee to take up with you the question of operating during the month of July. We have suggested that instead of shutting down the first two weeks in July we be allowed to operate daytime only during the entire month. This will enable every man to get his vacation and help in holding the balance of our organization together. We fear that if we shut down two weeks in July a good many people whom we will be forced to lay off on account of not having work for them to do will get other places and will not return when we are ready to start.

We want every man to give this question serious consideration. You all know how very unsatisfactorily we have been operating the past few months from your standpoint as well as the company's. It would be cheaper for the company to close down tight for two weeks than it would to operate daytime only for four weeks.

In weighing this question in your mind, consider these points:

1st.—Everyone gets the vacation that he wants.

2d.—Your increase in wages is effective during the entire month.

3d.—How much will it cost each man among you if, owing to some of our organization leaving, you will not have steady work at your trade?

According to all reasons we can think of, or hear, there is not one for shutting down, but there are several good ones for operating.

Consider your own welfare and your company's, and vote for the proposition.

The United States Glass Co. is now manufacturing a small line of lime glass blown stemware at Factory "G," and an excellent demand for it is already assured.

William W. Davis, formerly with the Wellington Glass Co., is now interested in the new Superior Glass Co. which was formed under a West Virginia charter last week with \$50,000 capital. The company will lease the former plant of the Haskins Glass Co., at Martin's Ferry, O., and will most likely feature light-glassware. It is planned to place the factory in

operation within the next six weeks if possible. Associated with Mr. Davis as incorporators are Frank W. Nesbitt, Frank A. McMahon, Lois Henderson and R. R. Marshall, all of Wheeling.

The demand for automobile lenses is so heavy that some of the manufacturers who have large contracts are subletting work to other factories. The sales of lenses this year will surpass all former records.

A company has been formed here for the purpose of manufacturing burial caskets from glass. An office and showrooms on Wood street, near Fifth avenue, have been opened, and a finished casket is on display.

The shortage of both skilled and unskilled labor in many glass factories is assuming a serious aspect. "We are at our wits' end on this problem," said one factory manager a few days ago. Common labor is demanding from twenty-five to forty cents per hour, and is hard to get, even at these prices.

Light cut water jugs and sets are in active requirement just now, the majority of the plants being crowded with orders. The department stores are among the heaviest buyers.

Some manufacturers of packers' ware are sold up for from six to seven months. So urgent is the demand that some of the larger buyers are willing to pay advanced prices if they can obtain prompt shipments.

The following letter has been mailed to the trade by the United States Glass Co.:

When we advised you previously that all orders on our files unfilled July 1 would have to be invoiced at prices prevailing at time of shipment we hoped that no further advance in the prices of our product would be necessary; but in this we have been disappointed.

The glass workers have been granted another increase in wages, and the Natural Gas Co. has advanced its prices several times. The latter now advises us it cannot guarantee a supply for the coming winter and has notified us to secure other fuel—which means that we will have to spend large sums of money equipping

our furnaces to burn coal, which you know has also advanced abnormally.

Prices of all materials have advanced, and at the same time, owing to shortage of labor, our production has been decreased. Under these conditions we will be forced, against our will, to make an advance over present prices.

As it is impossible at this date to give the exact advance on various articles, we name ten to twenty per cent as an approximation, and beg to inquire if it will be satisfactory to you for us to make shipment after July 1 of such items as remain unshipped on any orders we may have for you, at prices prevailing; or, if you would prefer to cancel the order, please advise by returning the enclosed post-card.

It is anticipated that some of our lines, including higher grades of cut, etched and high grade decorated ware, and pressed and blown blanks for cutting, will not be advanced at all, except in some instances. Each of our factories will advise you, at an early date, specifically in regard to such items.

We wish to thank our customers for the patience they have had with us in the past on account of slow shipments, brought about by conditions beyond our control, such as labor shortages, freight embargoes, etc., and to assure you that we will at no time attempt to take advantage of the present conditions and charge abnormal prices, but will be guided solely by costs.

An improvement in the lighting glass business has taken place during the past week.

Fire of unknown origin started in the mixing room of the D. O. Cunningham glass factory on the Southside here last Thursday night. The dense volume of smoke which filled the factory caused the 300 men at work to hurry and fight the blaze, which happily was confined to a very small part of the plant. The loss was slight, and work was resumed a few hours later.

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#### "BUSINESS AS USUAL."

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AFTER a careful inquiry by a special committee into the situation, the Merchants' Association of New York has declared against taking any action to "keep business going." It finds that the public is buying very much as usual and that there is no need for an agitation against superfluous economy.

Certain members of the Merchants' Association suggested that it might be a good thing for the Association to begin a "keep business going" campaign. The proposal was referred to a committee, and this committee has made the following report:

"To this committee was delegated the formulation of a general scheme or plan for propaganda by the Merchants' Association to overcome the interference with normal business arising from a hysterical public demand for unnecessary and unwise economy.

"If such hysterical condition were general and continued it would undoubtedly be desirable to take active measures to counteract it by exposing the fallacies from which it proceeds, and by showing the harm which would

befall the public as a whole as a result of abnormal curtailment of consumption and the consequent unprosperity of all forms of business.

"But we do not believe that there is any present occasion for such active measures, inasmuch as there is no substantial evidence that the public is not making and will not continue to make its accustomed purchases in proportion to its normal needs. It is true that some readjustments in the usual currents of trade have been made necessary by war conditions, and some timidity has naturally resulted in some lines; but there has been no widespread interference with the people's means of subsistence, from whence alone can proceed any substantial and continued obstruction of the normal activities of trade.

"It is our observation that such timidity as has existed is passing; and that the disposition of the people is to continue their normal outlays, except in the matter of food consumption, in which field wise economy is prevalent.

"Under these circumstances we think it would be a mistake to undertake a crusade to 'keep business going.' There is no apparent need for such a crusade, and if entered upon it would probably tend to disquiet rather than compose the public mind, which is not now really disquieted and therefore needs no composing.

"We therefore recommend that no further action be taken in the matter."

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#### SHENANGO GETS BIG GOVERNMENT ORDER.

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THE Shenango Pottery Co., New Castle, Pa., has received an order from the United States government for \$100,000 worth of crockery for use of the men in the various branches of the United States army and navy service.

This is the second government order which the plant has received during the past few months. Work has been in progress on the original order, and the big additional one received by the plant means that it will probably require a year to fill it.

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#### BLAZING FORTH ITS MESSAGE.

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AMID the "white lights" of Longacre Square the latest achievement of the Rice Leaders of the World Association stands out pre eminently. Prior to turning on the current Thursday night, the Association, after holding a reception and banquet, permitted its guests to see the inside workings of the complicated system employed in displaying the messages of the members to the public. Among these is one from the Fostoria Glass Co., of Moundsville, W. Va., and 141 Fifth avenue, this city.



In this oven the heating is done by gas and regulated by automatic indicators.

At the present moment two women from Australia are studying at the school under particularly interesting circumstances. Their intention had been to learn toy making in England, in order to establish an industry for disabled soldiers in their own country. Their discovery of the possibilities of pottery, however, made it seem worth their while to stay in England for the two years required for training in this handicraft.

Clay is known to exist at Bendigo, in the State of Victoria; it doubtless will be found elsewhere; and Australia seems likely to owe its first locally-made ware to the initiative of women.

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## AT CHICAGO.

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THE new year started in the local crockery and glass trade under very favorable auspices. The department stores had a holiday business which exceeded all anticipations, and the orders placed during the coming month for the replenishment of stocks will be heavy. Many buyers will start East this week for the purpose of visiting the displays in New York and Pittsburgh.

\* \*

H. L. Kelly, of Kelly & Reasner, was visiting last week at the factory of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., and C. W. Reasner paid like attention to the Indiana Glass Co., Dunkirk, Ind.

\* \*

B. F. Sinsheimer, Pacific Coast representative of the Cambridge Glass Co., with headquarters at Portland, Ore., passed through the city on his way East last week. He will visit the factory for a few days, and also take in the Pittsburgh pottery and glass exposition.

\* \*

The police last week arrested a couple of suspects in connection with the recent robbery of the five and ten cent store of F. W. Woolworth & Co., at 219 S. State street, in which more than \$1,000 was taken from the safe. The authorities were unable, however, to fasten the crime on the men, and they were liberated.

\* \*

Much discussion has been caused among traveling men by the possibility of an increase in passenger tariffs between Chicago and other Illinois points. The effort of the railroads to secure a higher rate is being fought by the various commercial organizations of the city.

\* \*

Charles Patterson, buyer of china and glassware for Carson, Pirie, Scott & Co., has returned from New Orleans, and expects to make an Eastern trip shortly.

\* \*

W. T. Darden, of W. T. Darden & Co., who was kept away from his office by a severe cold during the

early part of the week, has recovered and is again on the job in his display room in the Palmer House.

\* \*

Earl W. Newton has returned from a holiday vacation spent in Madison, Ind.

\* \*

In spite of predictions, no express strike marred the holiday season or interfered with the delivery of goods. The department store delivery service was completely swamped because of the volume of orders, and in one or two cases was three or four days behind.

\* \*

J. D. Jones is now representing the Elkins Glass Co. here.

\* \*

The total value of the wholesale crockery and glass business of Chicago during 1916 amounted to \$16,456,000, compared with \$14,340,000 in 1915. While the gain, in view of conditions in the trade, is considered flattering, the showing would beyond doubt have been much better if it had not been for the war, which cut off thousands of dollars' worth of merchandise that would otherwise have been sold. Brass and copper goods to the extent of \$13,410,000 were manufactured here during the year. In 1915 the figures were \$11,175,000. The mail-order houses reached the enormous total of \$541,012,000, compared with \$400,750,000 for 1915.

\* \*

W. G. Minnemeyer will leave in a few days to attend the pottery and glass show at Pittsburgh.

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## H. C. FRY GIVES CLUB BUILDING TO TOWNSPEOPLE.

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THROUGH the generosity and philanthropic interest of H. C. Fry, the well-known glass manufacturer, Rochester, Pa., residents of the lower Beaver Valley are to have a community club.

Mr. Fry conceived the idea some time ago, quietly purchased the property of the Congregational church, Adams street, Rochester, recently vacated, and sprung the pleasantest sort of a surprise on his townspeople by announcing that they were to have it rent free for the establishment of a club, to be known as the Welcome Club.

The necessity of such a club has long been recognized, it is said, by residents of Rochester, and its possibilities for uplift and general physical and moral improvement are large.

Starting as a social club, with equipment for athletic and gymnastic work, reading rooms and an auditorium for meetings of various sorts, the Welcome Club is destined, it is predicted, to expand into a much larger and more influential factor in the civic life of the lower Beaver Valley. Eventually, it is understood, the

building will be made to serve all the purposes of the most modernly-arranged and equipped Y. M. C. A. building.

The announcement of Mr. Fry's gift was read by pastors in the churches in Rochester, Bridgewater, Monaca and Freedom on Sunday morning and evening, and aroused enthusiastic interest. Leading business men have expressed the wish to participate in the good work, and it is likely that no time will be lost in fully equipping and opening the new club to the public.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 2, 1917

LIVERPOOL	
14 packages earthenware.....	J Davison
9 " ".....	L A Consmitter
11 " ".....	W H Plummer & Co
1 " ".....	A Anson
6 " ".....	Rowland & Marsellus Co
7 " ".....	Maddock & Miller
2 " ".....	G W Sheldon & Co
7 " glassware.....	F G Sternberg
2 " ".....	S Bache & Co
8 " ".....	G W Sheldon & Co
1 " ".....	Higgins & Seiter
1 " ".....	Davis, Collamore & Co
32 " chinaware.....	Meakin & Ridgway
28 " ".....	Vogt & Dose
3 " ".....	H C Edmiston
12 " ".....	E Boote
3 " ".....	W S Pitcairn
10 " ".....	Tiffany & Co
6 " toys.....	Geo Borgfeldt & Co
27 " ".....	Strobel & Wilken Co

MANILA	
27 packages chinaware.....	L Straus & Sons
15 " ".....	Mogi, Momonoi & Co
78 " ".....	Tajimi Co
76 " ".....	A L Tuska & Son
124 " ".....	Strobel & Wilken Co
4 " ".....	Takito, Ogawa & Co
170 " ".....	Morimura Bros
6 " glassware.....	Szel Import and Export Co
6 " ".....	G Ginter
37 " earthenware.....	Tajimi Co
7 " toys.....	Larre & Schelman
5 " ".....	J Withkoski & Co
8 " ".....	Lesk & Bros
53 " ".....	A L Tuska & Son
28 " ".....	Levie & Schnlman
10 " ".....	G Frankel & Co
22 " ".....	M D Levy & Co
68 " ".....	Thomsen & Co
1 " ".....	G W Travers & Co
28 " ".....	Scheuer & Co
55 " ".....	Geo Borgfeldt & Co
46 " ".....	H Aber & Co
7 " ".....	Japan Trading Co

BORDEAUX	
4 packages toys.....	Strobel & Wilken Co

YOKOHAMA	
215 packages chinaware.....	Strobel & Wilken Co
174 " toys and crock.....	" "

BARCELONA	
8 packages earthenware.....	E Karman
LONDON	
3 packages chinaware.....	Dingelstedt & Co
4 " toys.....	Geo Borgfeldt & Co
FOWEY	
302 tons china clay.....	J B Moore & Co
502 " ".....	Hammill & Gillespie
1,241 " ".....	Baring Bros & Co
252 " ".....	J Richardson & Co
199 " ".....	Champion Coated Paper Co
ROTTERDAM	
1 package earthenware.....	Wakem & McLaughlin
1 " ".....	D L Russell
26 " ".....	B A VanStratem
12 " glassware.....	S Bache & Co
188 " chinaware.....	Geo Borgfeldt & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL	
39 packages earthenware.....	Jones, McDuffee & Stratton Co
60 " ".....	Mitchell, Woodbury Co
3 " ".....	Richard Briggs & Co
1 " ".....	Stone & Downer Co
18 " ".....	Miscellaneous Orders

NEW CLASSIFICATION ON BOTTLES.

THE Treasury Department, after receiving reports of an investigation conducted by customs officers at New York, has issued a general order changing the practice to the classification for dutiable purposes of bottles of various kinds. Up to this time it had been the practice to return bottles which in the molding process were plain-lettered at 30 per cent, and those decorated with trade-mark design and manufacturer's name or letter at 45 per cent.

Appraiser Sague and Collector Malone reported that the future classification should be as follows: Bottles, plain lettered in the mold, not being printed within the usual meaning of the word, as plain glass bottles at 30 per cent; if molded with ornamental or decorative lettering or trade-mark at 45 per cent, and molded bottles subjected to any superadded processes specified in Paragraph 84, plain or decorative in effect, at 45 per cent.

Assistant Secretary Peters approved the report submitted by the New York officials.

As the recommendations involved a change in practice upon bottles printed or sand-blasted with name of manufacturer, country of production, or trade mark, and bottles with printed seal on glass superimposed upon the bottles after molding and before cooling, the Department directed that the higher rates of duty should be taken only when the goods were imported or withdrawn from warehouses thirty days from date of the order. The new ruling becomes effective at all ports Jan. 5.



## WHAT THE POTTERIES ARE DOING

### East Liverpool and Vicinity

There is no denying the fact that pottery manufacturers in this district are more or less concerned over the probable fuel situation for the future. Almost daily gas companies are notifying other manufacturers in different districts that they will be unable to supply their fuel for manufacturing purposes during the coming winter; but as yet no such notice has been received by the pottery interests. No further move has been made looking to the storing of coal for manufacturing purposes. The potters put the proposition up to the coal operators, but the latter said that they would only sell at the market, and would not create storage yards here. The manufacturers have held a number of meetings to go over the fuel situation, but matters are not progressing rapidly.

One of the busiest men in this section is W. Edward Wells, of the Homer Laughlin China Co. Every day or so he is petitioned to address this or that meeting, and somehow has found time to answer all such calls. He has not only addressed numerous patriotic meetings, but took an active interest in boosting the sale of Liberty Bonds, and more recently was thick in the fight to boom the cause of the Red Cross. There is no man in the upper Ohio Valley whose public service and advice is more sought after than that of Mr. Wells. With all these calls he continues his activities as usual at the Laughlin offices.

Some clays have advanced as much as \$10 per ton within the past year. Stock selling at from \$4 to \$5 a year or so ago is now quoted around \$15 to \$16, with no guarantee of delivery.

The pottery manufacturer who has a large supply of "decals" on hand is indeed fortunate, according to supply house salesmen. The domestic "decal" manufacturers are crowded with business, and some are not taking orders for delivery under ninety days, while the import houses are not receiving regular supplies from their factories. The question of paper for the domestic

"decal" manufacturers is quite a problem these days, as it is all imported, and shipments are very belated. There is no immediate prospect that the situation will be improved soon.

It is impossible to secure sufficient requirements of imported Paris white, and the domestic product is almost equally hard to get. Plaster is also in such heavy demand that some potters have been compelled to borrow from fellow manufacturers.

The shortage of workmen here is shown by the action of the Thompson Pottery Co. a few days ago in placing the largest "male help wanted" advertisement ever before carried in a local newspaper. The firm advertised for seven jiggersmen, and large display space was used for the purpose. Less than a week ago local newspapers carried advertisements for over thirty men and boys—all wanted for clay shop work.

Never before have stocks of white ware been as scarce. Unless the kilns come through with regularity, orders have to be held up until certain items are worked through, or else shipments are made short. So urgent is the demand that some buyers have notified manufacturers to ship anything that is ready, and let any shortage follow as early as possible.

Modelers, who at this season are generally active creating new shapes for the next year, are confining their efforts just now to filling in shapes already established. Some firms which contemplated new shapes for 1918 have held up the work indefinitely.

"Work, or go to jail!" is the substance of a new law which became effective in West Virginia last week, and as a result pottery manufacturers hope to be able to increase their forces. The law provides that all able-bodied male persons between the ages of sixteen and sixty, bona-fide students excepted, shall work thirty-six hours a week at some recognized occupation, business or profession. Under the law a millionaire who

does not work is classed as a vagrant. Each week without labor constitutes a separate offense.

\* \*

Lewis H. Simpson, formerly with the Burley & Tyrrell Co., but now in business for himself, representing a number of manufacturers in Chicago, spent the past week in the local market.

\* \*

The record of buyers visiting this market during the first six months of the year is the largest ever known. Many who have hitherto been content to come in January and again early in the fall have already made three and four trips—some coming as far as from the Pacific Coast. This proves more than anything else could the shortage of stocks at home, and has opened the eyes of the buyers to local manufacturing conditions.

\* \*

Whether or not the pottery workers in convention at Atlantic City July 2 to 7 will ask for another increase in wages is now the question. Within the last few months wages have been materially advanced voluntarily by the manufacturers.

\* \*

Among the buyers here this week were Mr. Hunkler, with Elder-Johnson Co., Dayton, O.; Mr. Shapiro, Trenton, N. J.; Lewis H. Simpson, Chicago; George Anthony, with Frederick Loeser Co., Brooklyn, N. Y.; L. Anthony, with J. L. Hudson Co., Detroit.

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#### MOGMOI-MONOI OUTING.

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GR<sup>E</sup>AT preparations are being made for the annual outing of the employees of Mogi, Momonoi & Co., which will be held, as usual, at Belmar, N. J., on Saturday, July 7. Manager Oshima, together with the committee in charge, has arranged a programme of athletic events that will give everyone a chance to win a prize. A fine dinner will, of course, be a feature of the day.

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#### SCHWAB ON PROFIT-SHARING.

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INDUSTRIAL leaders, trade experts and business geniuses, representing almost every branch of American resources, met at Detroit last week in the opening session of the second annual World Salesmanship Congress. Chas. M. Schwab, of the Bethlehem Steel Corporation, delivered the principal address at the opening session, and in the course of his remarks referred as follows to labor conditions in the great industry of which he is the guiding spirit:

"One of our great efforts at Bethlehem is to seek to instill confidence and enthusiasm in our own men. Bethlehem has prospered, but the fact in which I most

deeply rejoice is that our men also have prospered. The average earnings of each wage earner in our employ was in 1915 a little over \$900, whereas for 1916 the average were over \$1,200 per man—an increase of more than 30 per cent in one year. Since January 1, 1917, we have increased the wages of our men another ten per cent.

"These large earnings have been realized because in every instance possible the man obtained a share of the profits which he helped create. And that is one of the reasons why our men have not only been prosperous, but enthusiastic, in their work.

"The labor problem is far from being solved, but if the managers of industry can develop some universal plan which will make labor not only well paid, but happy in doing the work itself, one of the greatest possible boons to mankind will have been realized."

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#### DAYLIGHT-SAVING BILL A LAW.

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THE Daylight Saving bill, sponsored by Senator Calder of New York, was passed by the Senate on Wednesday without a roll call. It will not go into effect until next year.

The measure provides that time be moved forward one hour on the last Sunday of April in each year and set back to the original time the last Sunday in September. All clocks in the nation, under the bill, will be advanced from 2 o'clock to 3 o'clock on the date fixed in April and remain one hour in advance until the end of September, when they will return to normal time.

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#### BUSINESS BRIEFS.

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The Bridgeport Brass Co. has leased the premises on the twenty second floor of the Woolworth Building.

\*

Fish & Freinhar, who have conducted a department store in Peekskill, N. Y., for many years, recently sold out to I. Berger, of Newburgh.

\* \*

The Nichols Gas Fixtures Mfg. Co., 1,100 Myrtle avenue, Brooklyn, has filed a petition in bankruptcy. Liabilities are stated to be \$48,376.24, and assets \$20,352.56.

\* \*

The American Cereal Set Co., New York city, has been incorporated to deal in china novelties. Capital \$20,000. M. Sendar, H. Greenberg and H. M. Reich, incorporators.

\* \*

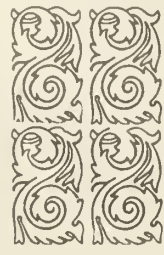
The Fernald Mfg. Co., Brooklyn, has been incorporated to manufacture glassware with a capital of \$3,000. Incorporators: R. Stuart Owens, Thomas G. Craig and Louis E. Possiepe.





## Pointers for Buyers.

Where Live Merchandise May Be Obtained.  
Tips to Dealers Looking for Ready  
Sellers.



### MARVELOUS REPRODUCTIONS OF PERIOD GLASSWARE.

When hostilities in Europe practically shut off certain imported lines the American manufacturers suddenly awakened to new possibilities for the domestic production, with the consequence that a few of the more progressive took advantage of the opportunity to produce ware that the buyer formerly thought was only possible to obtain in the foreign markets. One of the most successful among those who made the experiment was C. Dorflinger & Sons, who reproduced a line of old Venetian and Egyptian glassware that instantly won the favor of the most discriminating trade. Much study was devoted to these and other period styles, with the result that they have accurately reproduced pieces of the greatest rarity, ranging from 200 B. C. to the seventeenth century. It is like a visit to a museum to view the exhibit in their salesroom. The quaint shapes and fascinating colors are marvels of the glassmaker's art. There are odd vases and flower holders, fish globes, compotiers, candlesticks, trays, stemware, and other articles, making a display that is absolutely unique.

### NEW LINE OF DANISH POTTERY.

The E. W. Hammond Co. announce the acquisition of new imported line—that of the Olympia Pottery, Copenhagen, Denmark. It is the first time the line has ever been shown in this country. The factory turns out an extensive and varied assortment of attractively-priced art pottery, the first installment of which is now being displayed at the Hammond salesroom. The line abounds in unique shapes and striking color combinations, mottled and splash effects, in glazed and matt finishes, together with several pieces in characteristic all-over Danish decorations that have a quaint charm all their own.

### ANOTHER POPULAR CUTTING.

A new cut glass design that is destined to occupy a conspicuous place among the most popular patterns to be placed on the market the coming season has just been received from the Pioneer Cut Glass Co. by Herman Kashins, New York representative. This concern, it will be remembered, was the originator of the

"Zenith" design, an extraordinary good seller; and the new pattern, called the "Crescent," promises to duplicate its popularity, if, indeed, it does not exceed it, as it embodies every characteristic that spells success—distinct originality, expert execution and fine quality. It consists of a beautiful carnation and butterfly cutting in dull finish, interspersed with polished leaves. This alternates with a novel mitre narrow band running up and down the item, while the top has a notched and scalloped top.

### CHINESE ANTIQUES.

One of the attractions of the exhibit of Japanese and Chinese goods being made at the showroom of the American Import Co. by Manager Herbert L. Schamberg is a most interesting collection of antiques dating from the periods of Kien Lung (1736-1776), Ming (1300), and Chi Chung (beginning of the nineteenth century). Among them is an elaborately-carved amber vase, small wooden boxes with carved jade medallions set in the top, and a fantastic little ornamental piece carved out of crystal and mounted on a wooden base. Others are of ivory, different shades of jade, amethyst, agate, etc. The collection also includes some odd little snuff bottles with fantastic figures carved in relief in contrasting colors, as well as jade paper cutters, miniature bowls, and other items dear to the heart of the connoisseur.

### GOOD ITEMS FOR GLASS CUTTERS.

The latest addition to the United States Glass Co.'s popular No. 15181 blank line is a handled cake plate which offers unusual possibilities to the cutter for displaying his skill.

### NEW LINE OF ORNAMENTAL GLASS.

The Strobel & Wilken Co. have a line of colored ornamental glass never before shown in this country, deliveries being promised for holiday trade. It comes from Italy. The colors are fused in, not painted. It is novel and attractive. They have also recently taken on a domestic line of semi-porcelain dinnerware. The manufacturers promise them deliveries within thirty days.

FOUNDED IN 1874.

## Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:  
TEL. 5092 BARCLAY.

MECHANICAL DEPT:  
TEL. 5086 BARCLAY.

### SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

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Canada.....	3.00
All other foreign countries in the postal union .....	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

### SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 28, 1917

UP to this writing we have not heard that any of the German china lying at the port of Rotterdam has been shipped, nor has any date been fixed for its release. Pottery manufactured in Holland, however, is coming through in fairly good quantities, with the prospect of still better shipments in the near future.

IF unrestricted production could be arranged for at the coming meeting of the glass manufacturers and workers the shortage which is now felt—and which will be greater when men are conscripted—would be largely overcome. Many more pieces of various articles can be made in a turn than are now produced, and this without hardship to the men. Non-union factories are turning out, say, 600 pieces as against 450 in a union shop. The operatives can show their patriotism by giving more of themselves to the work in hand.

### KNOW CUSTOMERS BY NAME.

NOTHING pleases customers more than being addressed by name. To be thus greeted upon entering a store puts them at their ease and wonderfully smooths the way to ensuing business transactions.

In the big retail establishments, however, it is only the regular visitors with whom the clerks have and opportunity to become acquainted. The chances of a salesman getting to know a customer are very small in stores with scores of departments and employing an army of

salespeople. Yet even in these there are patrons who make regular visits and who soon select a particular salesperson to wait upon them.

Here is the clerk's opportunity. To send the purchases home necessitates securing the name. This and the face of its owner should be memorized. When the visitor comes in again and is thus addressed a little glow of satisfaction will be felt by the caller; and the chances are that the clerk, too, will be remembered, and a steady customer therefore secured. It is not necessary to speak of the advantage this is to the clerk.

In smaller places, where the opportunities are greater for making friends, it is comparatively easy to remember people and their names, and consequently each clerk has the chance of building up a regular clientele.

Everybody likes to be recognized; and if managers of stores would impress this fact on their sales force, instructing them to cultivate a personal acquaintance with the stores' patrons—neither familiar nor subservient, but always respectful—they would unquestionably increase their trade following.

## PERSONAL.

UNDETERRED by the terrors of the seas, Lee Schoenthal, buyer for the New York store of Gimbel Bros., sailed on Monday for France to arrange for goods, not only for the fall, but for next year. Really there is little cause for uneasiness in crossing the ocean now—the lane is so well guarded. Mr. Schoenthal will be gone about two months.



Wm. R. Noe, head of Wm. R. Noe & Sons, accompanied by Mrs. Noe and their son Robert, left this week for their summer home at Booth Bay Harbor, Me., making the trip by auto. The route selected takes them through the Adirondacks, and nearly a week will be consumed in reaching their destination.



Geo. R. West, head of the Westmoreland Specialty Co., Grapeville, Pa., left for home Wednesday night after spending several days in town.



C. T. McKenna, of the McKenna Bros. Sales Corporation, left on Monday for Boston, where he will show his lines of glassware at the Parker House. This is the first of a series of short trips Mr. McKenna intends making regularly hereafter.



Albert Rehberger, of the Saul Mfg. Co., left last week for a trip through the Eastern States that will take him as far as Pittsburgh and keep him on the road



until the latter part of July. Upon his return Henry Saul will leave for his regular tour of the Western States.



Max Hirsch came home from Philadelphia last Tuesday night feeling very happy after a successful day's work among the trade with the Buffalo Mfg. Co.'s line of metal goods.



Wallace Thomas, of the Diamond Glass Co., Indiana, Pa., is expected in New York the first of next week.



Fred Lackman, with L. Straus & Sons, was at the store on Monday for the first time in many weeks. He has had a serious illness, but has so far recovered that he was able to spend a few hours at his desk this week.



Albert Snow, who was for many years New York representative of the Pairpoint Corporation, New Bedford, Mass., but who retired three or four years ago, has again become associated with the concern. He is a busy man at the factory just now, as Mr. Tipp, the general superintendent, is taking life easy for a while, owing to illness, and some of his duties have fallen on Mr. Snow.



Donald M. Miller, son of John J., of Maddock & Miller, was at the store in uniform for a short time on Monday. He enlisted in the National Guard of New Jersey, and was assigned to the Quartermaster's Department, but has just been transferred to the Federal service at Governor's Island.



James J. Temple, New York representative of L. Bernardaud & Co., is home from a Western trip nursing a bruised hand. Riding on the rear platform of a trolley, a gust of wind sent his expensive straw hat gyrating through the air. He signaled for the car to stop, but in his haste to recover the lid did not wait for it to come to a standstill, and jumped. The pavement proved altogether too hard for a resting place, so he did not stay there long. Besides, his hat was making for the Ohio river. He thinks a lot of that hat, and the fact that he caught it goes far towards compensating him for the shaking up.



Henry Saul, of the Saul Mfg. Co., after visiting one of the concern's factories in Philadelphia the latter part of last week, took the opportunity to run over to Atlantic City, accompanied by Mrs. Saul, for the weekend before returning to New York.



Joseph Burroughs, the old-time potter, is taking a vacation, although he comes to New York once in a

while to keep in touch with business. He is very anxious to make a good connection in the fall as a manufacturers' agent.



Kenneth P. Lockitt, city salesman for C. Dorflinger & Sons, accompanied by Mrs. Lockitt, will leave on Friday night for a fortnight's vacation at Providence, R. I.



Edw. J. Burdett, buyer for R. H. Macy & Co., is back at his desk after a short vacation, which he spent in taking short trips by automobile, as he finds more comfort in his home than at hotels. Besides, he believes that little old New York is the biggest and best summer resort in all the world.



Wm. Mulvaney, with Cassidy & Co., Montreal, has resigned. A. M. McKay, with the Gowans-Kent branch, it is reported, has been transferred to Montreal to take his place. Mr. Mulvaney will be pleasantly remembered in connection with his management of Bawo & Dotter's affairs. While in New York he made a host of friends. He will take a much-needed rest, and later may be back in the trade—just how or when is not yet determined.



Thos. W. Morris, secretary of the Western Pottery and Glass Association, who has held an important position with the Associated Press at Pittsburgh for many years, has lately been promoted and transferred to New York.



James M. Shaw, secretary of the Canonsburg Pottery Co., arrived in town on Thursday to take up special matters pertaining to local business with the New York representative, H. Benedikt.



Frank Yokel, lighting engineer of the Pittsburgh Lamp, Brass and Glass Co., was a caller at the New York salesroom this week.



Harry Lehman, sales-manager for Lehman Bros., left on Tuesday for Grand Rapids, where he will take charge of the concern's display of lamps, brass goods and mahogany novelties at the Furniture Exposition being held in that city.



William E. Bown, son of Louis S. Bown, of the Buffalo Pottery, stopped in New York this week on his way to France, whence he sails on Saturday. Before leaving home he was tendered a banquet by the thirty-odd heads of the different departments, at which he was presented with a handsome wrist watch and a set of resolutions embodying their love and respect and commending his patriotism. Mr. Bown is a stalwart young

man, standing six feet two and a half inches, and weighs 197 pounds. He has proved himself a good salesman, and has evinced executive ability, his last and principal work for the pottery being the preparation of a catalogue containing new ideas in printing, as it shows the ware absolutely white, the half-tone screen being entirely eliminated. Mr. Bown goes with twenty-nine others of the Buffalo Unit to join the American Field Service, Ambulance Branch. He pays all his own expenses—uniform, passage to and from Europe, etc. He shows his patriotism by volunteering, and then pays upwards of \$500 for the privilege of soldiering.

#### VARIETY IN POTTERY DECORATION.

IN viewing any commercial collection of pottery in showroom, warehouse, or store, one is at first impressed with the apparently infinite variety of styles of decoration employed in the embellishment of the ware. But, on second thoughts, one perceives that the variations, though numerous in themselves, are confined to a limited number of types, on which the changes are sedulously rung; and that these types are derived from certain well-marked periods of ceramic history. If, indeed, we eliminate the influences of Greece and Rome, China and Japan, France and Germany, what decorations would be left? All down the ages the imitative tradition has been carried on, as it has in the literary world from the days "when 'Omer smote 'is bloomin' lyre" until now. The present time, when revolution is in the air and unprecedented conditions are producing unprecedented effects, might, perhaps, prove not unfavorable for trying some innovation in pottery decoration, says the London "Pottery Gazette." It may be objected that all that is worth doing has been done already, and that any attempt at introducing an element of novelty can only result in extravagances like those of Cubism, Futurism, or the Art Nouveau. But there is one inexhaustible source from which inspiration can always be drawn, and that is the vast and ever-open book of nature, the margin of which, we may say, has hardly been touched. Consider, for instance, the subject of floral designs. On ordinary, everyday wares almost the only flower used for decoration is the rose, and often a very crude and conventionally applied rose at that. With all due deference to the queen of the garden, there are scores of other flowers at least as suitable for decorative purposes, and why should they not be given a trial upon their merits? This is only one suggestion of many that could be made; but if acted upon courageously it might form a useful precedent for breaking away from some of the present stereotyped traditions of decorating. The opportunity is particularly good for those energetic firms who are seizing with a sure and strong grip the trade of litho-transfer making, which was formerly so largely in German hands, to

strike out boldly along new lines with the prospect of large benefit to themselves and to the whole industry.

#### STILL GOING STRONG.

THE expectations of the most optimistic have been exceeded by the Pottery, Glass and Allied Trades Unit in the recruiting campaign to put the National Guard of the State on a war footing. The report from the recruiting station at noon on Wednesday showed 276 enrollments, which is 121 over the quota assigned the unit as its share, and the work is still going strong.

It is doubtful if the record made by this station will be surpassed by any of the eighty-odd trades represented in the campaign—which shows what can be accomplished by the pottery, glass and allied trades when they put their shoulders to the wheel. To achieve the above results it has, of course, been necessary to incur some expenses. These total to date \$350. The returns from a letter mailed to the members of the trade asking for contributions have not been as satisfactory as could be wished. This is a cause that deserves to be supported liberally. The contributions received thus far amount to \$101, as follows: J. Rogers Silver Co. \$10, Gleason-Tiebout Glass Co. \$10, James M. Shaw & Co. \$10, J. F. O'Gorman \$10, W. S. Pitcairn \$10, Higgins & Seiter \$10, Pacific Coast Borax Co. \$5, Geo. B. Hall \$10, Major Wm. D. Finke \$5, Robert N. Bolton \$5, John Davison \$5, Paul Joseph \$1.

At a meeting of the Executive and Recruiting Committees called by Chairman Marshall W. Gleason last Wednesday afternoon it was decided to keep the station open until July 15, in accordance with Governor Whitman's telegraphed request, as follows:

ALBANY, N. Y., June 25.

#### CITIZENS' PREPAREDNESS ASSOCIATION.

At your inspiring meeting in the Yale Club I was greatly heartened by the generous agreement to continue your Patriotic Recruiting Campaign for our National Guard until July 1. It now seems possible that it may take a little longer to fill the ranks, and so I am venturing to ask and urge that your useful and businesslike efforts be continued until July 15, unless the guard be sooner filled. CHARLES S. WHITMAN.

A Finance Committee, consisting of Julius Rosenfeld, chairman, J. Duncan Dithridge, Victor Brisbois, Arthur T. Stier and Arthur V. Rose, was appointed to stimulate contributions by a personal appeal for funds should a second letter, now ready for mailing, fail to bring the response expected. An Auditing Committee to pass upon the accounts was also appointed. This consists of Ed. Craig, John Plummer and D. King Irwin.

The secretary was instructed to write a letter of appreciation to the United States Life Insurance Co. for its generosity in donating the use of the store at 101 Fifth avenue for the recruiting station.

It was voted to donate any surplus that might remain, after bills were paid, to the Red Cross.



## *A Word to the Seller.*

---

**Y**OU can't afford to stand still while your competitor goes ahead.

*Whether you have anything new, or whether you haven't, it is poor policy to remain unknown to the man who buys goods. If you have goods to sell, tell him about them. If you have all the orders you can fill, let him know it.*

*The "Crockery and Glass Journal" builds an intimacy between seller and buyer that puts you on the favored list when the latter is in the market for merchandise.*

*The Fall Buying Season will soon be in full swing. The time to give our pulling power a test is now.*

*Rates upon application.*

## UNESTIMATED LOSSES IN POTTING.

AT the annual meeting of the England Ceramic Society, held at Stoke-on Trent, England, the retiring president, Mr. A. Deese, delivered an address in which he pointed out the many and devious ways by which losses occurred in pottery manufacture. One of the troubles was carelessness in the matter of removing scale from boilers. An accumulation of scale not only causes a loss in fuel power, but weakens the boiler by corrosion. It has been estimated that:

Scale 1-32 in. thick causes a loss of 4 1-2 per cent in fuel.

"	1-16	"	"	"	10	"	"
"	1-8	"	"	"	20	"	"
"	3-16	"	"	"	27 1-2	"	"
"	1-4	"	"	"	38	"	"
"	3-8	"	"	"	47 1-2	"	"
"	1-2	"	"	"	60	"	"

"These two faults," continued the speaker, "cause the engineer difficulty in maintaining the pressure of steam to run the engine at its normal rate, the speed being reduced from, say, 60 revolutions per minute to 54 or 56. This, of course, reduces the output of clay by its effect on the blungers, sifters, pumps, pug mill, etc., as well as the machinery for shaping ware. In consequence of this the makers and their attendenants may work six days and earn only four days' wages. The bad effect spreads throughout the works, and when biscuit and glost placing, firing, warehouse work, dipping, etc., is paid by the oven, the loss mounts up rapidly. Taking the loss as 1 per cent per day for an average of three days per week in dipping, biscuit and glost placing, firing, and warehouse work respectively, and adding 9 per cent for fuel, wear and tear and management, we get a total loss of 30 per cent, which there is no chance of recovering.

"Slackness or neglect on the part of the slipmaker and his assistants is accompanied by almost constant waste in slip or water, etc. Loss follows in making, and right through to the glost warehouse, in the form of crooked ware, dunting, crazing, peeling, dirty or discolored bodies, which mostly originates in the sliphouse, though the firemen and others about the ovens usually fall under suspicion first.

"Moisture in materials is a regular source of loss. Thus the presence of 22 to 25 per cent of moisture in bone, instead of 12 1-2 per cent, would mean substantial loss to the purchaser. In a lesser degree the same thing also applies to stone. Apart from the direct monetary loss there is the question of wrong proportions of the materials in the mixings. Similar remarks apply in great measure to glazes and glaze materials. Glazes are often bought at dry weight, but supplied in the slop state, and it should be ascertained that the dry contents correspond with the quantity invoiced. The weight per pint of slop material should also be checked. As an example may be mentioned what happened recently at a works where three loads of slop were delivered in one day, and were properly checked. The dif-

ferences between the quantities invoiced and those actually received amounted to 8.3 per cent, 8.2 per cent, and 15.8 per cent respectively for the first, second and third loads, or an average of over 10 per cent.

"Flat and saucer jolliers (a), in cutting away edges upon molds when scrapping, not only shorten the life of the mold, but cause loss to the maker and increase the amount of scraps to be made up again into clay. From this point onwards up to the glost warehouse cracks are developed. (b) When bats from spreaders are too thick, bringing down the tool causes a ploughing up of the outer surface in irregular patches, causing unevenness during the making operation. The bat being turned over from the spreader and then traveling in the opposite direction must also produce an effect on the structure or grain of the clay. (c) Unevenness or a slipshod method in running down of bat by the hand sets up uneven contraction of the whole plate, at the same time filling up the hollow spaces with slurry or a softer substance, which leads to cracking, and a wavy surface before and after firing. (d) Bat-making by machine, though saving labor, if not done with care may cause much loss. It is left too much to attendants, who usually pluck out of the lumps two or three bits of clay to make one ball. This is put on the machine, and very often after dipping their fingers in water they describe rings in the ball before the tool has descended, the rings being thus filled up with slurry.

*Continued on page 22.*

## SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

### HELP WANTED.

**SALESMAN WANTED**, on commission, in New York State and Pennsylvania, representing factory manufacturing illuminating glassware. Address A 133, this office.

**CHINA, HOUSEFURNISHINGS AND TOY BUYER WANTED**.—We require an experienced buyer of above lines. One who can take full charge of department and show results. Must be capable of managing help, exploit special sales occasionally, and strive for big things. Large department, and 3,500 square feet being added for fall. State all particulars in first letter as to nationality, experience, previous results and salary wanted. All correspondence confidential. References desired. Apply to or address GEO. A. LAUBACH, president, care of Wm. Laubach & Sons, Easton, Pa.

### SITUATIONS WANTED.

**IF** you want an efficient cut glass salesman, I'm your man. Have specialized in selling this class of goods for several years and know the trade thoroughly. Prefer to travel through the West and South, where I have a strong following. Address A 131, this office.

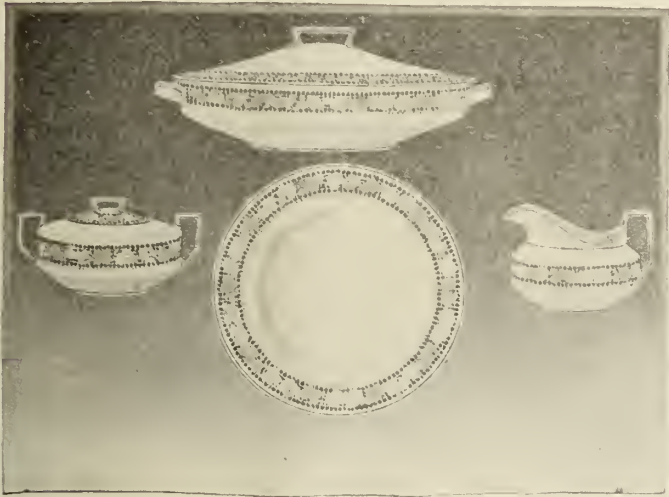
*Merchants who visit St. Louis are invited to call. . . .*

**SIDNEY N. SCHARFF, Manufacturers' Agent,**  
802-5 Victoria Bldg., St. Louis, Mo.

Representative lines of Glassware, Lamps, Pottery, Artistic Metal and Wood Novelties. Full Factory Lines on Display.



## JONES, McDUFFEE & STRATTON CO.



### RIDGWAY'S TAPESTRY PATTERN.

Among the new Stock Patterns we are adding to our assortment this season is *The Tapestry Pattern*, which is a border band decoration of roses and forget-me-nots on a black ground in the tapestry fabric effects, with gold edges and traced gold handles. Assorted crates of this pattern now in warehouse, and open stock in our bins.

Also crates and open stock of  
Ridgway's Blue Willow Pattern.

Johnson Bros.' Orkney Pattern.

Alfred Meakin's Senate Pattern.

W. H. Grindley & Co.'s Marengo Pattern,  
White and Gold Band.

### NIPPON CHINA DINNERWARE.

Assorted packages and open stock now  
in warehouse:

The Pagoda Pattern.

The Sicily Pattern.

The Rouen Pattern.

The Flamengo Pattern.

The above patterns of Japanese China Dinnerware we  
can supply on receipt of order.

### Haviland French China.

We carry more than two hundred open  
stock patterns of *dinnerware* in our  
9,000 bins.

Stock patterns which cannot be readily  
matched cause more annoyance than  
profit.

**JONES, McDUFFEE & STRATTON CO.,**  
33 Franklin St., Boston.



**"MAYER CHINA"**  
VITRIFIED HOTEL WARE  
THE CHINA THAT HAS STOOD  
THE TEST OF TIME  
WHITE AND DECORATED  
EXCLUSIVE DESIGNS  
MANUFACTURED BY  
THE MAYER CHINA CO.  
BEAVER FALLS, PENNA.

ESTABLISHED 1864.

## Cartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

(Three Blocks West of P. R. R. Depot.)

WHEN coming to East Liver-  
pool don't fail to call and  
see what we have to offer you for  
1917. Our new lines of plain  
shape dinner ware and attractive  
specialties will be hits for your  
department.

As the bat is turned over with its face to the mold faults appear upon the face of the plate in the form of minute cracks or wavy surface, which is easily disturbed by towing or sponging. The melting glaze readily absorbs any detachable portions of the uneven surface, and the article, apparently sound in the biscuit state, now shows the defect."

HOW MANY WELLS TO THE SQUARE MILE?

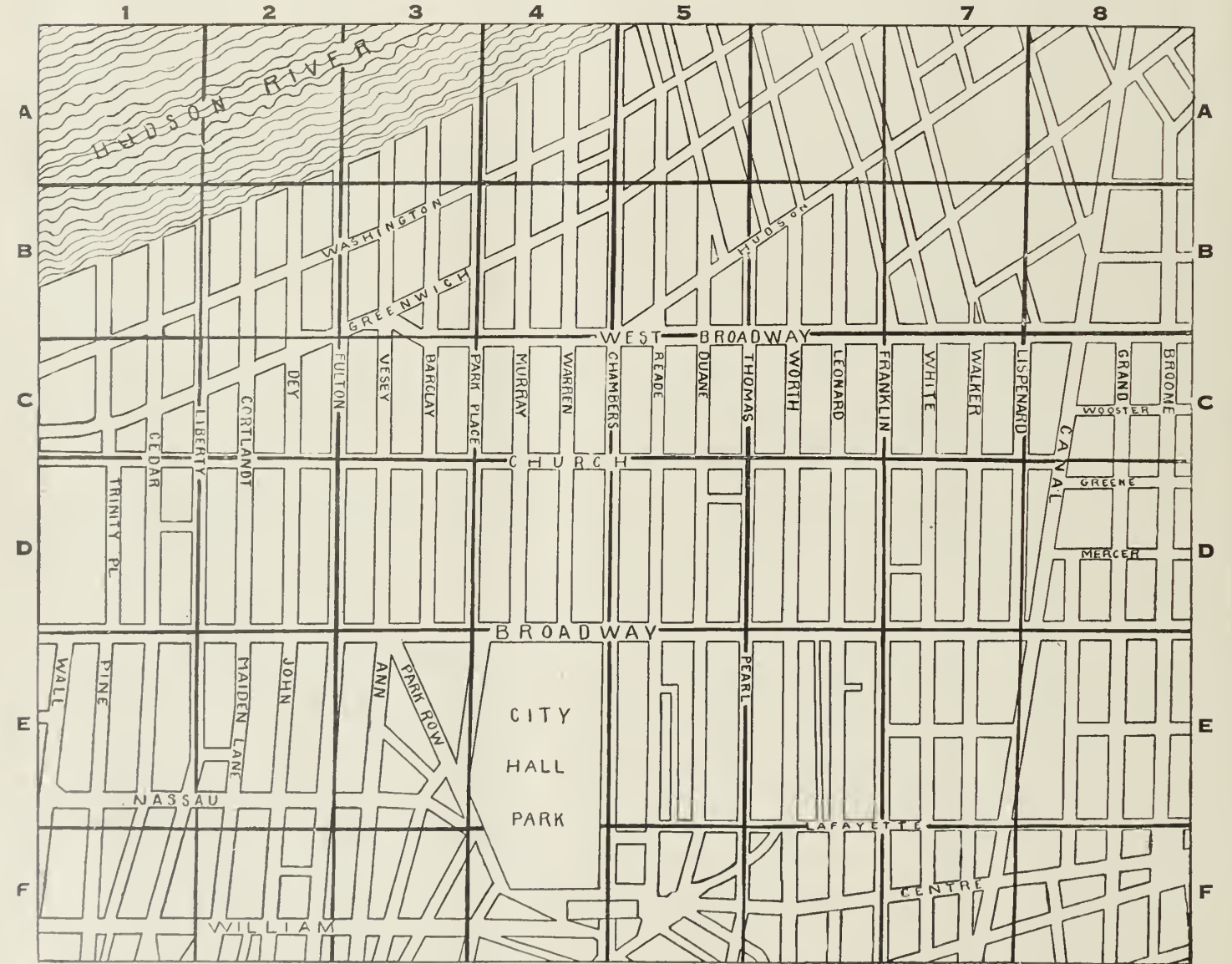
ONE of the most important problems confronting the gas-producing industry is that of determining the smallest number of wells capable of removing most

economically all the gas under a given tract of land. So many complex factors enter into this problem that few systematic attempts have been made to solve it, and gas operators have in general been content to accept rough estimates of the number of wells that should be drilled per unit of area. In some localities it is held that only one well should be drilled to each 800 acres; in others it is customary to drill a well in each 20 or 40 acres. With present knowledge the number to be drilled must be to some extent a matter of opinion, and it is very doubtful whether any limit can be fixed that will be applicable to all fields.

Those who are familiar with the gas industry have

Continued on page 24.

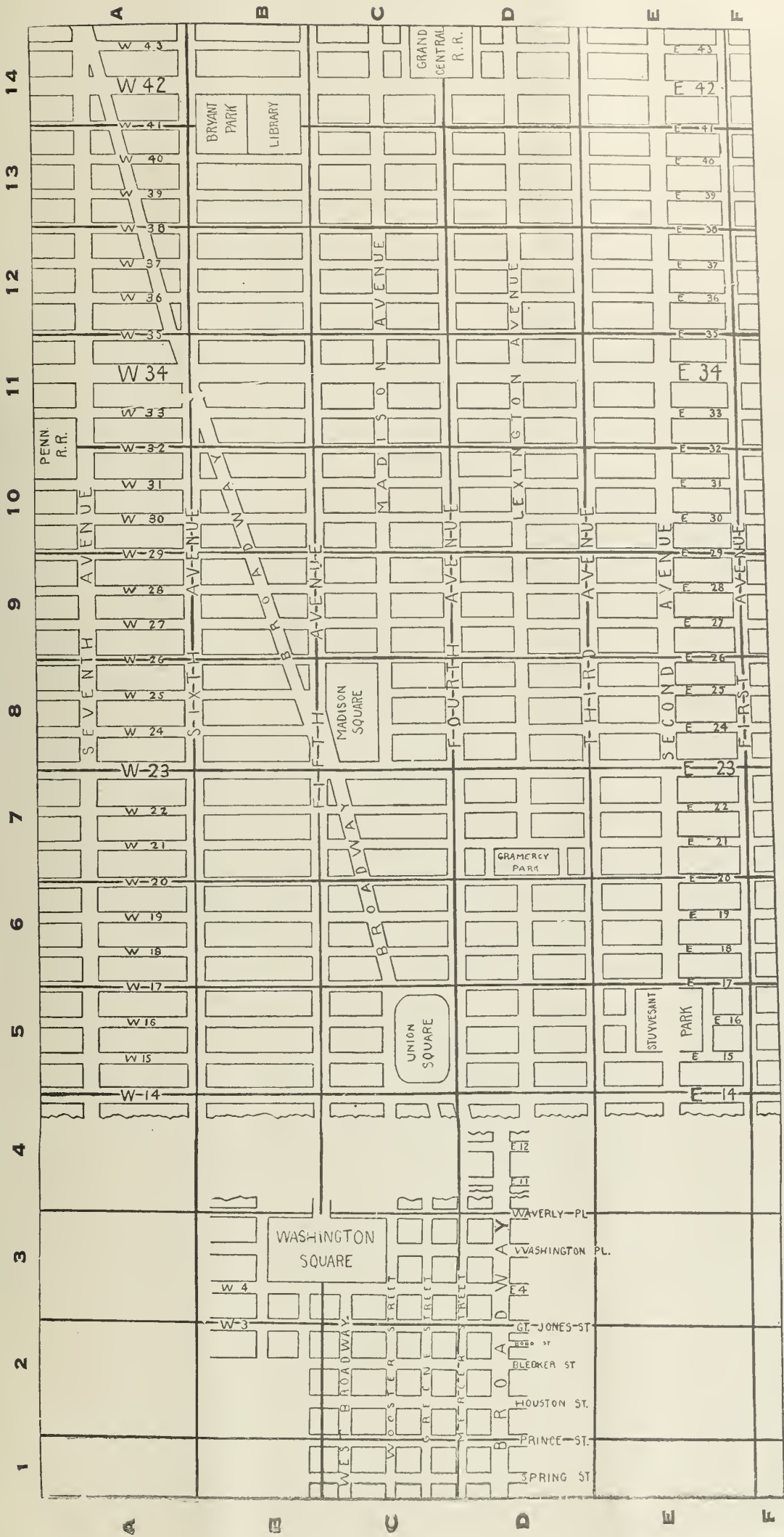
Locations of Firms in the Downtown District.



Basett, G. F., & Co., 72-74 Park Place....	B 3	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C 3
Bernardaud, L., & Co., 46 Murray St.....	C 4	Honesdale Decorating Co., 36 Murray St.	C 4	Roessler & Hasslacher, 100 William St...	F 2
Bonita Art Co., 50 Park Place .....	C 3	Kupper, Herman C., 52 Murray St., .....	C 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Davison, John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tarentum Glass Co., 25 W. B'way.....	C 3
Dorflinger, C. & Sons, 36 Murray St. ....	C 4	Miller, Edward, & Co., 68-70 Park Place..	B 3	Tharaud, Justin, 25 W. B'way.....	C 3
Duncan & Miller Glass Co., 92 W. B'way.	B 4			Vogt & Dose, 65 Barclay St.....	B 3
Drakenfeld, B. F. & Co., 50 Murray St.,	C 4			Williamsburgh Flint Glass Co., 96 Park Pl.	A 3
Friedlaender, Oscar C., 40 Murray St....	C 4				



Locations of Firms in the Uptown District.



- American Import Co., 220 Fourth ave. .... C-6  
Bing, F., & Co.'s Successors, 67 Irving Pl. .... D-6  
Bloch, L. D., & Co., 153 Fifth ave. .... C-7  
Boote, E., 35 W 23d. .... B-8  
Bradley & Hubbard Mfg. Co., 200 Fifth ave. .... B-8  
Bryce Brothers Co., 240 Fifth ave. .... B-9  
Brush-McCoy Pottery Co., 1140-1146 B'way .... B-9  
Bergren, J. D., & Co., 239 Fifth ave. .... C-9  
Benedikt, H., 7 W. 22d. .... B-7  
Cox & Lafferty, 1140-1146 Broadway. .... B-9  
Cambridge Glass Co., 49 W. Twenty-third. .... B-8  
Co-operative Flint Glass Co., 156 Fifth ave. .... B-7  
Deia Croix, C. I., 19 Madison ave. .... C-8  
Dohrmann Commercial Co., 85 Fifth ave. .... C-5  
East Liverpool Potteries Co., 139 Fifth ave. .... C-7  
Fry, H. C., Glass Co., 200 Fifth ave. .... B-8  
Fonderville, A. J., & Co., 85 Fifth ave. .... C-5  
Fostoria Glass Co., 141 Fifth ave. .... C-7  
Gillinder & Sons, 19 Madison ave. .... C-8  
Gray, Horace C., Co., 200 Fifth ave. .... B-8  
Gredelue, A., 129-131 Fifth ave. .... C-6  
Guerin, Wm., & Co., 43-47 W 23d. .... B-8  
Guernseyware, 16 W 23d. .... B-7  
Haviland & Co., 11 E 36th. .... C-12  
Haviland, Theodore, & Co., 200 Fifth ave. .... B-8  
Haviland & Abbot Co., 95 Madison ave. .... C-9  
Heisey, A. H., & Co., 200 Fifth ave. .... B-8  
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long realized that a closely-drilled field is short lived, and that in most pools the later wells are less likely to be profitable than the earlier ones. Few operators, however, have attempted to analyze the reasons for these conditions, and most of the business men and others who are occasionally induced to take a "flyer" in gas-producing seem to be ignorant of the existence of them. Hence, in many Eastern gas fields there are more wells than are necessary or profitable, and in some fields the wells are crowded so closely that many of them have never produced enough gas to pay for themselves.

A study of the available records of rock pressure and flow of wells in the Cleveland field indicates that the decline of rock pressure in the older wells is a valu-

able criterion in controlling new development. Probably in most fields the wells that are brought in after the general pressure has declined to one-third of its original amount are unprofitable, and in many fields this point may be reached when the pressure has declined only one-half.

The geology of the Cleveland field in relation to the accumulation of the gas has recently been investigated by the United States Geological Survey, Department of the Interior, and is discussed in Bulletin 661-A, entitled "The Cleveland Gas Field, Cuyahoga County, Ohio, with a study of rock pressure," by G. Sherburne Rogers. A copy of this report may be obtained on application to the Director of the Geological Survey, Washington, D. C.

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# CROCKERY AND GLASS Journal

Vol. 85. No. 26

June 28, 1917

## VICTROLENE THE KING OF AUTOMOBILE POLISHES.

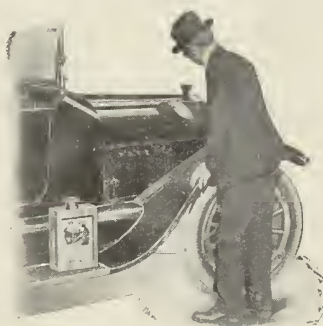
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| 1 No. 102168 | 1½ "           | "             |
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| 1 No. 101167 | 1 Quart Round  | "             |
| 1 No. 101168 | 1½ "           | "             |
| 1 No. 98168  | 1½ "           | Silver Plated |
| 1 No. 98193  | 2¼ Pint Oval   | "             |
| 1 No. 99168  | 1½ Quart Round | "             |

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*Established 1818*



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Pressed Table Glassware and Lamps.

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Dinnerware and Specialties.

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Fine Heavy Cut Glass.

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Lighting glassware, glass specialties,

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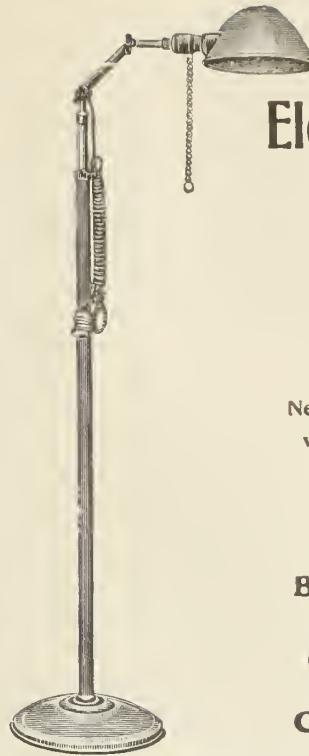
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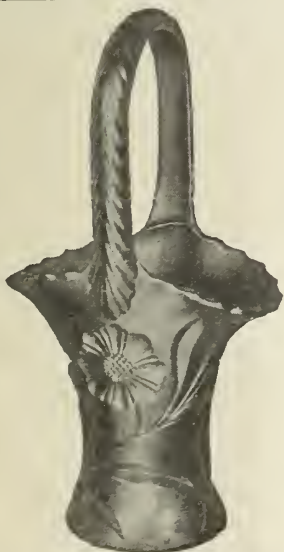
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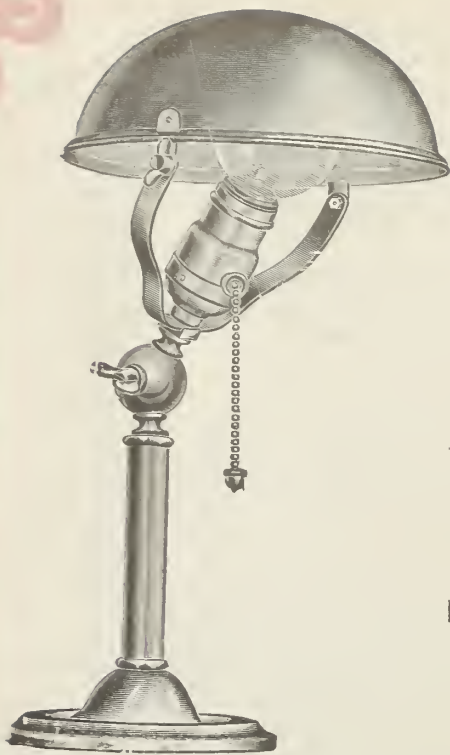
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